2/17/87 AS185-1

REPORT FOR PERIOD: 4th QUARTER - 1986

PARTICIPATING COMPANIES - NET UNIT SALES (WHOLESALE BASIS - NEW)

YEAR	1982				1983				1984				1985				1986			
Quarter	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
ACOUSTICON ELECTRONICS	1	1	1	1	1	3	3	3	3	3	3	3	X	3	3	3	3	3	3	3
ALLEN ELECTRONICS					1	1	1	1	1	3	3	3	3	3	3	3	3	3	3	3
ALPHASONIC					1	1	1	1	1	1	3	3	3	3	3	3	3	3	3	3
ARGOSY ELECTRONICS	1	1	1	1	1	1	1	X	X	X	X	X	X	X	X	X	X	X	X	X
AUDIBEL WHOLESALE	X	X	X	X	X	X	X	X	X	3	3	3	3	3	3	3	3	3	3	3
AUDIOTONE	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
AUDIVOX	1	1	1	1	1	1	1	1	1	1	1	*	*	*	*	*	*	*	*	*
BELTONE ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
BERNAFON, INC. (SXI)		1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
BOSCH HEARING INSTRUMENTS	1	1	1	1	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
DAHLBERG ELECTRONICS	1	1	1	1	1	1	1	1	X	X	X	X	X	X	X	X	X	X	X	X
DANAVOX, INC.	X	X	X	X	1	1	1	1	1	1	X	X	X	X	X	X	X	X	X	X
ELECTONE, INC.	1	1	1	1	1	1	1	1	1	1	1	1	3	1	3	3	1	1	1	1
FIDELITY HEARING INSTRU.					1	1	1	1	3	1	1	1	1	1	1	1	1	1	1	1
FINETONE HEARING																	X	X	X	X
FUTURE TONE, INC.													1	3	3	3	3	3	3	3
GILLER ELECTRONICS INC.					1	1	1	1	1	3	3	3	3	3	3	3	3	3	3	3
HAC OF AMERICA						X	X	X	X	3	3	3	3	3	3	3	3	3	3	3
HEARING SERVICES INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
HEARING TECHNOLOGY, INC.																	X	X	X	X
MAGNATONE	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1

* Report consolidated with Rexton International

CODES: X = Member 1 = Non-member 3 = No input

PARTICIPATING COMPANIES - NET UNIT SALES (WHOLESALE BASIS - NEW)

YEAR	1982				1983				1984				1985				1986			
Quarter	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
MAICO HEARING INSTRUMENTS	X	X	1	1	1	1	1	1	X	X	X	X	X	X	X	X	X	X	X	X
MARCON HEARING INSTRUMENTS					1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
NU-EAR ELECTRONICS	1	1	1	1	1	1	1	1	X	X	3	1	1	1	3	3	1	1	3	3
OMNI								1	X	X	X	X	X	X	X	X	X	X	X	X
OTICON CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
OTO-DYNE HEARING INSTRU.	1	1	1	1	1	1	1	1	1	3	3	3	3	3	3	3	3	3	3	3
PHILIPS/AUDIONICS CORP.	1	1	1	3	3	3	3	3	3	3	3	3	3	X	X	X	X	X	X	X
PHONIC EAR INC.	1	1	1	1	1	1	1	3	1	1	1	X	X	X	X	X	X	X	X	X
QUALITONE, INC.	1	1	1	1	1	1	1	1	X	X	X	X	X	X	X	X	X	X	X	X
RADIOEAR CORPORATION	1	1	1	1	1	1	1	1	1	1	3	3	3	3	3	3	3	3	3	3
RCI, INC.	1	X	1	1	1	1	1	1	X	1	1	1	1	1	1	1	1	1	1	1
REXTON INT'L (ARGOSY INT'L)					1	1	1	1	X	X	X	X	X	X	X	X	X	X	X	X
RION ACOUSTIC INSTRUMENTS																	1	1	1	1
SIEMENS HEARING INSTRUMENTS	1	1	1	1	1	1	1	1	X	X	X	X	X	X	X	X	X	X	X	X
STARKEY LABORATORIES INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
TELEX COMMUNICATIONS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	1	1	1	1
UNITRON INDUSTRIES	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
VANCO INDUSTRIES	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
WIDEX--HAL HEN COMPANY	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X
ZENETRON	1	1	1	1	1	1	1	1	1	3	3	3	3	3	3	3	3	3	3	3

29 Participating Companies

CODES: X = Member 1 = Non-member 3 = No input

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CUMULATIVE YEAR-TO-DATE

UNIT SALES -- BY STATE AND COUNTRY

STATE	1982		1983		1984		1985		1986	
	#	%	#	%	#	%	#	%	#	%
Alabama	8,429	1.07	9,900	1.03	10,804	1.04	10,931	1.03	12,709	1.07
Alaska	946	.13	1,843	.19	1,643	.16	1,589	.15	1,174	.10
Arizona	12,419	1.57	13,813	1.43	15,930	1.52	17,150	1.61	19,584	1.64
Arkansas	6,826	.86	8,343	.87	9,272	.92	8,707	.82	9,897	.83
California	93,198	11.76	116,127	12.06	124,038	11.96	123,088	11.57	138,591	11.64
Colorado	12,447	1.57	13,040	1.35	13,589	1.33	15,149	1.42	16,992	1.43
Connecticut	7,897	1.00	10,241	1.06	12,207	1.16	12,613	1.19	13,467	1.13
Delaware	1,588	.20	1,830	.19	2,048	.20	2,016	.19	2,637	.22
Wash. D.C.	1,893	.24	2,104	.21	2,208	.20	2,252	.21	1,723	.14
Florida	52,196	6.58	67,990	7.06	72,290	6.67	78,541	7.38	89,434	7.51
Georgia	10,737	1.35	13,286	1.38	15,000	1.46	15,804	1.49	16,950	1.42
Hawaii	1,363	.17	1,738	.18	2,268	.22	2,865	.27	3,629	.30
Idaho	5,089	.64	6,988	.73	6,344	.63	6,724	.63	7,413	.62
Illinois	32,137	4.05	40,803	4.24	46,098	4.37	42,733	4.02	49,043	4.12
Indiana	18,164	2.29	22,610	2.35	23,219	2.24	23,129	2.17	26,087	2.19
Iowa	15,622	1.97	20,322	2.11	18,786	1.89	16,890	1.59	17,633	1.48
Kansas	8,548	1.08	9,659	1.00	10,346	.97	11,769	1.11	13,650	1.15
Kentucky	10,217	1.29	12,069	1.26	11,446	1.12	11,018	1.04	13,736	1.15
Louisiana	9,476	1.20	11,471	1.19	12,951	1.28	12,230	1.15	12,391	1.04
Maine	3,596	.45	4,542	.47	4,920	.49	4,724	.44	6,251	.53
Maryland	12,380	1.56	14,734	1.53	17,147	1.65	17,591	1.65	20,350	1.71
Massachusetts	28,890	3.64	33,893	3.52	34,676	3.40	35,477	3.33	37,824	3.18
Michigan	34,102	4.30	40,512	4.21	45,563	4.38	45,508	4.28	48,100	4.04
Minnesota	16,820	2.12	21,305	2.21	24,985	2.41	28,451	2.67	34,344	2.88
Mississippi	4,603	.58	5,422	.57	7,366	.74	6,672	.63	6,634	.56
Missouri	19,060	2.40	23,534	2.45	24,922	2.42	24,230	2.28	29,339	2.46
Montana	3,901	.49	4,308	.45	5,279	.52	5,048	.47	5,792	.49
Nebraska	8,974	1.13	10,073	1.05	8,255	.79	8,120	.76	11,241	.94
Nevada	2,378	.30	2,717	.28	2,711	.25	4,061	.38	4,792	.40

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATE AND COUNTRY

STATE	1982		1983		1984		1985		1986	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,248	.28	2,779	.29	2,817	.28	2,300	.22	2,752	.23
New Jersey	17,474	2.20	20,707	2.15	21,874	2.09	24,674	2.32	29,089	2.44
New Mexico	4,291	.54	4,932	.51	5,371	.56	5,572	.52	6,186	.52
New York	41,854	5.29	48,984	5.09	51,351	4.92	54,167	5.09	60,353	5.07
North Carolina	10,829	1.37	12,567	1.30	14,273	1.35	16,559	1.56	19,771	1.66
North Dakota	3,364	.42	4,327	.45	4,475	.44	4,758	.45	5,118	.43
Ohio	30,687	3.87	37,772	3.92	40,004	3.83	43,059	4.05	51,274	4.31
Oklahoma	11,628	1.47	12,808	1.33	14,126	1.32	14,316	1.35	16,274	1.37
Oregon	19,596	2.48	19,848	2.06	19,189	1.89	21,283	2.00	24,886	2.09
Pennsylvania	46,600	5.88	52,730	5.47	53,402	5.23	50,097	4.71	58,646	4.93
Rhode Island	3,277	.41	3,685	.38	3,787	.38	4,357	.41	4,828	.41
South Carolina	5,183	.65	6,252	.65	6,049	.61	6,432	.60	7,855	.66
South Dakota	3,050	.38	4,233	.44	4,195	.41	4,326	.41	4,316	.36
Tennessee	11,810	1.49	14,125	1.47	14,272	1.39	13,824	1.30	16,416	1.38
Texas	42,637	5.38	52,634	5.47	59,060	5.85	56,640	5.32	59,777	5.02
Utah	7,762	.98	8,444	.88	7,036	.67	6,240	.59	6,774	.57
Vermont	4,786	.60	6,034	.63	6,860	.66	6,103	.57	7,040	.59
Virginia	11,294	1.42	14,120	1.47	14,927	1.48	15,952	1.50	17,836	1.50
Washington	16,794	2.12	21,825	2.27	24,294	2.37	22,476	2.11	26,000	2.18
West Virginia	7,351	.93	8,784	.91	9,423	.92	9,948	.94	11,225	.94
Wisconsin	16,276	2.05	20,677	2.15	22,943	2.17	24,372	2.29	25,344	2.13
Wyoming	1,200	.15	1,355	.14	1,466	.14	1,383	.13	1,513	.13
Govt. (US,VA,State)	28,829	3.65	37,937	3.94	49,105	4.65	59,968	5.64	55,968	4.70
Domestic Subtotal	792,716	100%	962,776	100%	1,036,610	100%	1,063,894	100%	1,190,648	100%
Canada (see pg. 8, F)	32,734		35,806		38,156		46,298		46,998	
Other Exp. (Pg. 7, E)	27,563		29,523		27,700		24,825		29,204	
Miscellaneous	1,472		1,575		421		1,847		1,292	
GRAND TOTAL	854,485		1,029,680		1,102,887		1,136,864		1,268,142	
% Over Previous Year	+2.43%		+20.50%		+7.11%		+3.08%		+11.55%	

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MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
1979 - 240,374 units - - - - $16,803,453.
1980 - 247,756 units - - - - $17,578,480.
1981 - 253,091 units - - - - $17,373,896.
1982 - 234,979 units - - - - $16,728,254.
1983 - 218,819 units - - - - $16,289,758.
1984 - 321,286 units - - - - $23,065,985.
1985 - 297,367 units - - - - $21,578,212
1986 -

FIGURES FOR SECTION A OF THE REPORT WILL NOT BE AVAILABLE UNTIL MID-MARCH!!!

2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
1980 - $2,495,311
1981 - $3,029,171
1982 - $4,190,383
1983 - $4,148,607
1984 - $8,158,145
1985 -$10,984,151
1986 -

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units
1984 - 36,325 units
1985 - 43,235 units
1986 - 46,481 units

MISCELLANEOUS DATA (continued)

C. **CROS-BICROS By Type (Participants)**

Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1982 - Eyeglass:	2,211	1,933	198	190	2,409	2,123
Behind Ear:	3,913	5,304	846	760	4,759	6,064
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**6,124**	**7,237**	**1,044**	**950**	**7,168**	**8,187**
1983 - Eyeglass:	1,528	1,514	213	209	1,741	1,723
Behind Ear:	3,060	4,725	843	676	3,903	5,401
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,588**	**6,239**	**1,056**	**885**	**5,644**	**7,124**
1984 - Eyeglass:	1,140	1,216	145	165	1,285	1,381
Behind Ear:	3,397	4,376	441	417	3,838	4,793
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,537**	**5,592**	**586**	**582**	**5,123**	**6,174**
1985 - Eyeglass:	927	962	181	184	1,108	1,146
Behind Ear:	3,491	4,220	230	353	3,771	4,573
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,418**	**5,182**	**461**	**537**	**4,879**	**5,719**
1986 - Eyeglass:	681	829	104	124	785	953
Behind Ear:	3,394	3,752	125	441	3,519	4,193
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,075**	**4,581**	**229**	**565**	**4,304**	**5,146**

MISCELLANEOUS DATA (continued)

	1983	% (+/-)	1984	% (+/-)	1985	% (+/-)	1986	% (+/-)
D. TINNITUS MASKERS (Net shipments of number of units)								
a. Maskers:	478	+22.25%	500	+ 4.60%	300	-40.00%	279	- 7.00%
b. Masker Aids:	479	+13.51%	606	+26.51%	254	-58.09%	239	- 5.91%
E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION								
Europe:	5,443	+30.90%	6,736	+23.76%	7,997	+18.72%	11,363	+ 42.09%
Middle East:	245	-31.94%	259	+ 5.71%	141	-45.56%	263	+ 86.52%
Africa:	536	+126.16%	453	-15.49%	313	-30.91%	251	- 19.81%
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	2,627	-9.32%	2,793	+ 6.32%	3,340	+19.58%	4,404	+ 31.86%
Japan:	2,396	-29.30%	836	-65.11%	787	- 5.86%	2,080	+164.29%
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,887	+6.22%	2,309	-20.02%	2,059	-10.83%	2,201	+ 6.90%
Unallocated by the reporting companies:	15,389	+11.48%	14,314	- 6.99%	10,188	-28.82%	8,642	- 15.17%
TOTAL:	**29,523**	**+7.11%**	**27,700**	**- 6.17%**	**24,825**	**-10.38%**	**29,204**	**+ 17.64%**

MISCELLANEOUS DATA (continued)

F. CANADIAN SALES BY PROVINCE

	1984	1985	% (+/-)	1986	% (+/-)
Alberta	5,303	5,147	- 2.94%	5,280	+ 2.58%
British Columbia	3,969	6,326	+59.39%	4,508	- 28.74%
Manitoba	1,519	1,564	+ 2.96%	1,966	+ 25.70%
New Brunswick	1,029	876	-14.87%	833	- 4.91%
Newfoundland	207	143	-30.92%	255	+ 78.32%
Nova Scotia	1,175	856	-27.15%	1,182	+ 38.08%
Ontario	14,270	18,313	+28.33%	17,527	- 4.29%
Prince Edward Island	129	121	- 6.20%	167	+ 38.02%
Quebec	2,553	2,574	+ .82%	6,218	+141.57%
Saskatchewan	1,928	2,844	+47.51%	2,392	- 15.89%
Northwest Territories	12	128	+966.67%	-2	+ 98.43
Yukon Territory	41	0	-100.00%	0	0%
Unallocated by the reporting companies	6,021	7,379	+22.55%	6,672	- 9.58%
TOTAL:	**38,156**	**46,298**	**+21.34%**	**46,998**	**+ 1.51%**

MISCELLANEOUS DATA (continued)

6. **NET UNITS SOLD BY TYPE & ORIGIN:**
Modular ITE's, Conventional & Eyeglass Aids

	Domestic Manufactured			Foreign Manufactured			
	Modular ITE	Conventional	Eyeglass	Modular ITE	Conventional	Eyeglass	TOTAL
1985							
Jan.-Mar.	542	749 3,340	2,049	355	1,541 2,936	1,040	6,276
Apr.-Jun.	145	779 3,337	2,413	627	2,015 3,975	1,333	7,312
Jul.-Sep.	177	617 2,745	1,951	427	2,146 3,849	1,276	6,594
Oct.-Dec.	181	567 2,372	1,624	431	1,631 3,458	1,396	5,830
1986							
Jan.-Mar.	4,377	456 6,394	1,561	1,204	1,657 3,789	928	10,183
Apr.-Jun.	5,161	536 7,202	1,505	428	2,109 3,588	1,051	10,790
Jul.-Sep.	5,297	556 7,422	1,569	159	1,911 3,469	1,399	10,891
Oct.-Dec.	5,315	569 7,355	1,471	130	1,730 3,240	1,380	10,595

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NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.						CONV.		TOTALS		
	D	F	D	F	D			F			D	F	D	F	GT
					Mod.	Custom	Canal	Mod.	Custom	Canal					
1980 :															
TOTAL :	36,057:	3,274:	276,404:	151,925:	19,127:	225,623:		3,737:	226:		9,470:	10,799:	566,681:	169,961:	736,642
T&O % :	4.89:	.44:	37.52:	20.62:	2.60:	30.63:		.51:	.03:		1.29:	1.47:	76.93:	23.07:	100.00
TYPE %:	5.33%		58.14%				33.77%				2.76%		100%		100%
1981 :															
TOTAL :	35,064:	2,511:	306,157:	160,886:	13,225:	297,224:		2,868:	1,968:		7,391:	8,907:	657,061:	177,140:	834,201
T&O % :	4.20:	.30:	36.46:	19.28:	1.59:	35.63:		.34:	.24:		.89:	1.07:	78.77:	21.23:	100.00
TYPE %:	4.50%		55.74%				37.80%				1.96%		100%		100%
1982 :															
TOTAL :	28,280:	3,825:	293,413:	154,881:	9,540:	346,483:		1,653:	1,351:		6,599:	8,460:	684,315:	170,170:	854,485
T&O % :	3.31:	.45:	34.34:	18.12:	1.12:	40.55:		.19:	.16:		.77:	.99:	80.09:	19.91:	100.00
TYPE %:	3.76%		52.46%				42.02%				1.76%		100%		100%
1983 :															
1 :	7,038:	1,452:	71,756:	48,357:	1,654:	100,084:		248:	41:		1,124:	2,107:	181,656:	52,205:	233,861
2 :	5,445:	1,528:	68,443:	50,413:	1,342:	115,756:	4,142:	190:	26:	-0-:	1,178:	1,898:	196,306:	54,055:	250,361
3 :	5,047:	1,641:	67,333:	55,589:	1,303:	119,520:	6,676:	184:	219:	-0-:	1,266:	1,920:	201,155:	59,533:	260,708
4 :	4,204:	1,495:	62,186:	56,565:	1,276:	141,053:	14,284:	356:	298:	-0-:	1,099:	1,934:	224,102:	60,643:	284,750
TOTAL :	21,744:	6,116:	269,718:	210,924:	5,575:	476,413:	25,102:	978:	584:	-0-:	4,667:	7,859:	803,219:	226,461:	1,029,680
T&O % :	2.11:	.59:	26.20:	20.49:	.54:	46.27:	2.44:	.09:	.06:	.00:	.45:	.76:	78.01:	21.99:	100.00
TYPE %:	2.70%		46.69%				49.40%				1.21%		100%		100%
1984 :															
1 :	3,656:	1,061:	59,844:	44,923:	717:	125,271:	18,257:	393:	2,872:	315:	813:	1,752:	208,558:	51,316:	259,874 +11.12%
T&O % :	1.41:	.41:	23.03:	17.29:	.28:	48.20:	7.03:	.15:	1.11:	.12:	.31:	.66:	80.26:	19.74:	100.00
2 :	3,123:	421:	62,760:	48,026:	753:	133,487:	20,548:	169:	2,547:	90:	777:	1,271:	221,448:	52,524:	273,972 + 9.43%
T&O % :	1.14:	.15:	22.92:	17.54:	.27:	48.72:	7.50:	.06:	.93:	.03:	.28:	.46:	80.83:	19.17:	100.00
3 :	3,042:	1,796:	57,308:	56,603:	491:	139,724:	24,862:	198:	2,168:	234:	831:	1,523:	226,258:	62,522:	288,780 +10.77%
T&O % :	1.05:	.62:	19.85:	19.60:	.17:	48.38:	8.61:	.07:	.75:	.08:	.29:	.53:	78.35:	21.65:	100.00
4 :	2,436:	912:	54,085:	54,718:	7,441:	129,575:	26,416:	408:	1,569:	243:	939:	1,519:	220,892:	59,369:	280,261 - 1.58%
T&O % :	.87:	.33:	19.30:	19.51:	2.66:	46.22:	9.43:	.15:	.56:	.09:	.34:	.54:	78.82:	21.18:	100.00
'84TOT.	12,257:	4,190:	233,997:	204,270:	9,402:	528,057:	90,083:	1,168:	9,156:	882:	3,360:	6,065:	877,156:	225,731:	1,102,887 + 7.11%
T&O % :	1.11:	.38:	21.22:	18.52:	.85:	47.88:	8.17:	.11:	.83:	.08:	.30:	.55:	79.53:	20.47:	100.00
TYPE %:	1.49%		39.74%				57.92%				.85%		100%		100%
YOUR CO. :															

D = Domestic Manufactured F = Foreign Manufactured

NET UNITS SOLD BY TYPE AND ORIGIN

	B.T.E.		I.T.E.									MISC.*		TOTALS			
	D	F	D				F					D	F	D	F	GT	% (#)
			Stock Canal	Custom	Low Profile	Half-Concha	Stock Canal	Custom	Low Profile	Half-Concha	Canal						
1985																	
1	44,020	45,659	2,948	118,276		2,751	25,414	534	2,833		-0-	99	3,340	2,936	196,749	52,061	248,810	- 4.26%
T&O %	17.69	18.35	1.18	47.54		1.11	10.21	.21	1.14		.00	.04	1.45	1.18	79.08	20.92	100.00	
2	51,940	56,899	2,798	158,845		2,378	31,672	-0-	3,867		-0-	64	3,337	3,975	250,970	64,805	315,775	+15.26%
T&O %	16.45	18.02	.89	50.31		.75	10.03	.00	1.22		.00	.02	1.05	1.26	79.48	20.52	100.00	
3	43,542	51,535	1,928	149,479		3,763	36,117	-0-	1,581		3	108	2,745	3,849	237,574	57,076	294,650	+ 2.03%
T&O %	14.78	17.49	.65	50.73		1.28	12.26	.00	.54		.00	.04	1.03	1.30	80.63	19.37	100.00	
4	43,093	46,739	1,589	143,952		3,792	30,970	3	1,515		17	129	2,372	3,458	225,768	51,861	277,629	- .94%
T&O %	15.52	16.84	.57	51.85		1.37	11.16	.00	.55		.00	.05	.85	1.24	81.32	18.68	100.00	
'85TOT	182,595	200,832	9,263	570,552		12,684	124,173	537	9,796		20	400	11,794	14,218	911,061	225,803	1,136,864	+ 3.08%
T&O %	16.06	17.67	.81	50.19		1.12	10.92	.04	.86		.00	.04	1.04	1.25	80.14	19.86	100.00	
TYPE %:	33.73		63.98									2.29		100%		100%	
1986																	
1	41,386	46,276	1,677	147,715	13,115	6,200	30,564	0	235	2	7	170	6,394	3,789	247,051	50,479	297,530	+19.58%
T&O %	13.91	15.56	.56	49.65	4.41	2.08	10.27	.00	.08	.00	.00	.06	2.15	1.27	83.03	16.97	100.00	
2	41,783	49,204	3,196	167,860	14,938	6,877	32,933	544	1,604	0	22	626	7,202	3,588	274,789	55,588	330,377	+ 4.62%
T&O %	12.65	14.89	.97	50.81	4.52	2.08	9.97	.16	.49	.00	.00	.19	2.18	1.09	83.18	16.82	100.00	
3	41,984	49,897	2,044	156,089	16,858	7,294	34,619	935	1,730	0	0	449	7,422	3,469	266,310	56,480	322,790	+ 9.55%
T&O %	13.00	15.46	.63	48.36	5.22	2.26	10.72	.29	.54	.00	.00	.14	2.30	1.07	82.50	17.50	100.00	
4	38,465	44,807	1,919	152,357	18,706	8,003	39,751	949	1,303	173	0	417	7,355	3,240	266,556	50,889	317,445	+14.34%
T&O %	12.12	14.12	.61	47.99	5.89	2.52	12.52	.30	.41	.05	.00	.13	2.32	1.02	83.97	16.03	100.00	
'86TOT	163,618	190,184	8,836	624,021	63,617	28,374	137,867	2,428	4,872	175	29	1,662	28,373	14,086	1054,706	213,436	1,268,142	+11.55%
T&O %	12.90	15.00	.70	49.20	5.02	2.24	10.87	.20	.38	.01	.00	.13	2.24	1.11	83.17	16.83	100.00	
TYPE %:	27.90		68.75									3.35		100%		100%	
YOUR CO.																	

D = Domestic Manufactured F = Foreign Manufactured

* Includes Modular ITE's, Eyeglass and Conventional Aids, detailed on Page 9.

% shown is current period vs. period a year ago.

CUMULATIVE REPORT OF HEARING AID SALES
1962-1986
Compiled by the
Hearing Industries Association

YEAR	DOMESTIC	FOREIGN	TOTAL
1962			344,431
1963	336,269	27,110	363,379
1964	353,586	33,863	387,449
1965	363,543	29,988	393,531
1966	366,301	33,906	400,207
1967	374,879	35,694	410,573
1968	405,891	43,004	448,895
1969	421,033	49,948	470,981
1970	437,479	73,268	510,747
1971	477,314	98,987	576,301
1972	488,088	118,739	606,827
1973	459,543	90,322	549,865*
1974	421,845	79,740	501,585*
1975	451,967	88,393	540,360*
1976	434,154	61,981	496,135*
1977	357,531	53,111	410,642*
1978	445,656	139,457	585,113
1979	486,104	154,146	640,250
1980	566,681	169,961	736,642
1981	657,061	177,140	834,201
1982	684,315	170,170	854,485
1983	803,219	226,461	1,029,680
1984	877,156	225,731	1,102,887
1985	911,061	225,803	1,136,864
1986	1,054,706	213,436	1,268,142

*N.B.: HIA (then HAIC) figures for 1973-1977 reflect member company reports only.

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REPORT FOR PERIOD: 1st QUARTER - 1987

PARTICIPATING COMPANIES - NET UNIT SALES (WHOLESALE BASIS - NEW)

YEAR	1985				1986				1987			
Quarter	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
ACOUSTICON ELECTRONICS	X											
ARGOSY ELECTRONICS	X	X	X	X	X	X	X	X	X			
AUDIOTONE	X	X	X	X	X	X	X	X	X			
BELTONE ELECTRONICS	X	X	X	X	X	X	X	X	X			
BERNAFON, INC.	1	1	1	1	1	1	1	1	X			
BOSCH HEARING INSTRUMENTS	X	X	X	X	X	X	X	X				
DAHLBERG ELECTRONICS	X	X	X	X	X	X	X	X	X			
DANAVOX, INC.	X	X	X	X	X	X	X	X	X			
ELECTONE, INC.		1			1	1	1	1	1			
FIDELITY HEARING INSTRU.	1	1	1	1	1	1	1	1				
FINETONE HEARING					X	X	X	X	X			
FUTURE TONE, INC.	1											
HEARING SERVICES INC.	X	X	X	X	X	X	X	X	X			
HEARING TECHNOLOGY, INC.			X	X	X	X	X	X	X			
LANG HEARING									X			
MAGNATONE	1	1	1	1	1	1	1	1	1			
MAICO HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X			
MARCON HEARING INSTRUMENTS		1	1	1	1	1	1	1	1			
NU-EAR ELECTRONICS	1	1			1	1			1			
OMNI	X	X	X	X	X	X	X	X	X			
OTICON CORPORATION	X	X	X	X	X	X	X	X	X			
PHILIPS/AUDIONICS CORP.		X	X	X	X	X	X	X	X			
PHONIC EAR INC.	X	X	X	X	X	X	X	X	X			
QUALITONE, INC.	X	X	X	X	X	X	X	X	X			
RCI, INC.	1	1	1	1	1	1	1	1				
REXTON INT'L	X	X	X	X	X	X	X	X	X			
RION ACOUSTIC INSTRUMENTS			1	1	1	1	1	1	1			
SIEMENS	X	X	X	X	X	X	X	X	X			
STARKEY LABORATORIES	X	X	X	X	X	X	X	X	X			
TELEX COMMUNICATIONS	X	X	X	X	1	1	1	1	1			
UNITRON INDUSTRIES	X	X	X	X	X	X	X	X	X			
VANCO INDUSTRIES	1	1	1	1	1	1	1	1	1			
WIDEX--HAL HEN COMPANY	X	X	X	X	X	X	X	X	X			

28 Participating Companies

CODES: X = MEMBER 1 = REPORTING NON MEMBER BLANK = NO INPUT

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CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATE AND COUNTRY

STATE	1983		1984		1985		1986		1987 Jan.-Mar.	
	#	%	#	%	#	%	#	%	#	%
Alabama	9,900	1.03	10,804	1.04	10,931	1.03	12,709	1.07	3,432	1.07
Alaska	1,843	.19	1,643	.16	1,589	.15	1,174	.10	803	.25
Arizona	13,813	1.43	15,930	1.52	17,150	1.61	19,584	1.64	6,064	1.88
Arkansas	8,343	.87	9,272	.92	8,707	.82	9,897	.83	2,525	.78
California	116,127	12.06	124,038	11.96	123,088	11.57	138,591	11.64	40,321	12.51
Colorado	13,040	1.35	13,589	1.33	15,149	1.42	16,992	1.43	4,224	1.31
Connecticut	10,241	1.06	12,207	1.16	12,613	1.19	13,467	1.13	3,113	.97
Delaware	1,830	.19	2,048	.20	2,016	.19	2,637	.22	535	.17
Wash. D.C.	2,104	.21	2,208	.20	2,252	.21	1,723	.14	308	.10
Florida	67,990	7.06	72,290	6.67	78,541	7.38	89,434	7.51	31,761	9.86
Georgia	13,286	1.38	15,000	1.46	15,804	1.49	16,950	1.42	4,643	1.44
Hawaii	1,738	.18	2,268	.22	2,865	.27	3,629	.30	861	.27
Idaho	6,988	.73	6,344	.63	6,724	.63	7,413	.62	1,993	.62
Illinois	40,803	4.24	46,098	4.37	42,733	4.02	49,043	4.12	12,620	3.92
Indiana	22,610	2.35	23,219	2.24	23,129	2.17	26,087	2.19	6,835	2.12
Iowa	20,322	2.11	18,786	1.89	16,890	1.59	17,633	1.48	4,328	1.34
Kansas	9,659	1.00	10,346	.97	11,769	1.11	13,650	1.15	3,015	.94
Kentucky	12,069	1.26	11,446	1.12	11,018	1.04	13,736	1.15	3,416	1.06
Louisiana	11,471	1.19	12,951	1.28	12,230	1.15	12,391	1.04	3,117	.97
Maine	4,542	.47	4,920	.49	4,724	.44	6,251	.53	1,664	.52
Maryland	14,734	1.53	17,147	1.65	17,591	1.65	20,350	1.71	5,474	1.70
Massachusetts	33,893	3.52	34,676	3.40	35,477	3.33	37,824	3.18	8,297	2.57
Michigan	40,512	4.21	45,563	4.38	45,508	4.28	48,100	4.04	12,451	3.86
Minnesota	21,305	2.21	24,985	2.41	28,451	2.67	34,344	2.88	8,873	2.75
Mississippi	5,422	.57	7,366	.74	6,672	.63	6,634	.56	2,269	.70
Missouri	23,534	2.45	24,922	2.42	24,230	2.28	29,339	2.46	7,063	2.19
Montana	4,308	.45	5,279	.52	5,048	.47	5,792	.49	1,636	.51
Nebraska	10,073	1.05	8,255	.79	8,120	.76	11,241	.94	2,723	.84
Nevada	2,717	.28	2,711	.25	4,061	.38	4,792	.40	1,275	.40

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATE AND COUNTRY

STATE	1983		1984		1985		1986		1987 Jan.-Mar.	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,779	.29	2,817	.28	2,300	.22	2,752	.23	840	.26
New Jersey	20,707	2.15	21,874	2.09	24,674	2.32	29,089	2.44	8,052	2.50
New Mexico	4,932	.51	5,371	.56	5,572	.52	6,186	.52	1,557	.48
New York	48,984	5.09	51,351	4.92	54,167	5.09	60,353	5.07	14,058	4.36
North Carolina	12,567	1.30	14,273	1.35	16,559	1.56	19,771	1.66	4,595	1.43
North Dakota	4,327	.45	4,475	.44	4,758	.45	5,118	.43	1,210	.38
Ohio	37,772	3.92	40,004	3.83	43,059	4.05	51,274	4.31	13,613	4.22
Oklahoma	12,808	1.33	14,126	1.32	14,316	1.35	16,274	1.37	4,545	1.41
Oregon	19,848	2.06	19,189	1.89	21,283	2.00	24,886	2.09	6,612	2.05
Pennsylvania	52,730	5.47	53,402	5.23	50,097	4.71	58,646	4.93	14,569	4.52
Rhode Island	3,685	.38	3,787	.38	4,357	.41	4,828	.41	1,110	.34
South Carolina	6,252	.65	6,049	.61	6,432	.60	7,855	.66	2,703	.84
South Dakota	4,233	.44	4,195	.41	4,326	.41	4,316	.36	1,148	.36
Tennessee	14,125	1.47	14,272	1.39	13,824	1.30	16,416	1.38	4,227	1.31
Texas	52,634	5.47	59,060	5.85	56,640	5.32	59,777	5.02	16,483	5.11
Utah	8,444	.88	7,036	.67	6,240	.59	6,774	.57	1,988	.62
Vermont	6,034	.63	6,860	.66	6,103	.57	7,040	.59	1,849	.57
Virginia	14,120	1.47	14,927	1.48	15,952	1.50	17,836	1.50	4,701	1.46
Washington	21,825	2.27	24,294	2.37	22,476	2.11	26,000	2.18	6,637	2.06
West Virginia	8,784	.91	9,423	.92	9,948	.94	11,225	.94	2,702	.84
Wisconsin	20,677	2.15	22,943	2.17	24,372	2.29	25,344	2.13	6,711	2.08
Wyoming	1,355	.14	1,466	.14	1,383	.13	1,513	.13	434	.13
Govt. (US,VA,State)	37,937	3.94	49,105	4.65	59,968	5.64	55,968	4.70	16,270	5.05
Domestic Subtotal	962,776	100%	1,036,610	100%	1,063,894	100%	1,190,648	100%	322,253	100%
Canada (see pg. 7, F)	35,806		38,156		46,298		46,998		12,114	
Other Exp. (Pg. 6, E)	29,523		27,700		24,825		29,204		8,510	
Miscellaneous	1,575		421		1,847		1,292		1,449	
GRAND TOTAL	**1,029,680**		**1,102,887**		**1,136,864**		**1,268,142**		**344,326**	
% Over Previous Year	**+20.50%**		**+7.11%**		**+3.08%**		**+11.55%**			

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MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
1979 - 240,374 units - - - - $16,803,453.
1980 - 247,756 units - - - - $17,578,480.
1981 - 253,091 units - - - - $17,373,896.
1982 - 234,979 units - - - - $16,728,254.
1983 - 218,819 units - - - - $16,289,758.
1984 - 321,286 units - - - - $23,065,985.
1985 - 297,367 units - - - - $21,578,212.
1986 - 278,645 units - - - - $19,681,540.

2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
1980 - $2,495,311
1981 - $3,029,171
1982 - $4,190,383
1983 - $4,148,607
1984 - $8,158,145
1985 -$10,984,151
1986 -$16,917,196

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units
1984 - 36,325 units
1985 - 43,235 units
1986 - 46,481 units

MISCELLANEOUS DATA (continued)

C. **CROS-BICROS By Type (Participants)**

Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1982 - Eyeglass:	2,211	1,933	198	190	2,409	2,123
Behind Ear:	3,913	5,304	846	760	4,759	6,064
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**6,124**	**7,237**	**1,044**	**950**	**7,168**	**8,187**
1983 - Eyeglass:	1,528	1,514	213	209	1,741	1,723
Behind Ear:	3,060	4,725	843	676	3,903	5,401
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,588**	**6,239**	**1,056**	**885**	**5,644**	**7,124**
1984 - Eyeglass:	1,140	1,216	145	165	1,285	1,381
Behind Ear:	3,397	4,376	441	417	3,838	4,793
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,537**	**5,592**	**586**	**582**	**5,123**	**6,174**
1985 - Eyeglass:	927	962	181	184	1,108	1,146
Behind Ear:	3,491	4,220	280	353	3,771	4,573
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,418**	**5,182**	**461**	**537**	**4,879**	**5,719**
1986 - Eyeglass:	681	829	104	124	785	953
Behind Ear:	3,394	3,752	125	441	3,519	4,193
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,075**	**4,581**	**229**	**565**	**4,304**	**5,146**

MISCELLANEOUS DATA (continued)

	1984	% (+/-)	1985	% (+/-)	1986	% (+/-)	1987 Jan-Mar.
D. TINNITUS MASKERS (Net shipments of number of units)							
a. Maskers:	500	+ 4.60%	300	-40.00%	279	- 7.00%	32
b. Masker Aids:	606	+26.51%	254	-58.09%	239	- 5.91%	96
E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION							
Europe:	6,736	+23.76%	7,997	+18.72%	11,363	+ 42.09%	3,461
Middle East:	259	+ 5.71%	141	-45.56%	263	+ 86.52%	78
Africa:	453	-15.49%	313	-30.91%	251	- 19.81%	173
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	2,793	+ 6.32%	3,340	+19.58%	4,404	+ 31.86%	1,118
Japan:	836	-65.11%	787	- 5.86%	2,080	+164.29%	635
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,309	-20.02%	2,059	-10.83%	2,201	+ 6.90%	468
Unallocated by the reporting companies:	14,314	- 6.99%	10,188	-28.82%	8,642	- 15.17%	2,577
TOTAL:	**27,700**	**- 6.17%**	**24,825**	**-10.38%**	**29,204**	**+ 17.64%**	**8,510**

MISCELLANEOUS DATA (continued)

F. **CANADIAN SALES BY PROVINCE**

	1984	1985	% (+/-)	1986	% (+/-)	1987
Alberta	5,303	5,147	- 2.94%	5,280	+ 2.58%	1,461
British Columbia	3,969	6,326	+59.39%	4,508	- 28.74%	1,853
Manitoba	1,519	1,564	+ 2.96%	1,966	+ 25.70%	438
New Brunswick	1,029	876	-14.87%	833	- 4.91%	245
Newfoundland	207	143	-30.92%	255	+ 78.32%	54
Nova Scotia	1,175	856	-27.15%	1,182	+ 38.08%	345
Ontario	14,270	18,313	+28.33%	17,527	- 4.29%	4,608
Prince Edward Island	129	121	- 6.20%	167	+ 38.02%	37
Quebec	2,553	2,574	+ .82%	6,218	+141.57%	872
Saskatchewan	1,928	2,844	+47.51%	2,392	- 15.89%	483
Northwest Territories	12	128	+966.67%	-2	+ 98.43	0
Yukon Territory	41	0	-100.00%	0	0%	1
Unallocated by the reporting companies	6,021	7,379	+22.55%	6,672	- 9.58%	1,717
TOTAL:	**38,156**	**46,298**	**+21.34%**	**46,998**	**+ 1.51%**	**12,114**

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MISCELLANEOUS DATA (continued)

G. **NET UNITS SOLD BY TYPE & ORIGIN:**
Modular ITE's (MOD), Hearing Aid Assembly (HAA), Conventional (CONV) & Eyeglass Aids (EYE)

	Domestic Manufactured				Foreign Manufactured				
	MOD	HAA	CONV	EYE	MOD	HAA	CONV	EYE	TOTAL
1985									
Jan.-Mar.	542	3,340	749	2,049	355	2,936	1,541	1,040	6,276
Apr.-Jun.	145	3,337	779	2,413	627	3,975	2,015	1,333	7,312
Jul.-Sep.	177	2,745	617	1,951	427	3,849	2,146	1,276	6,594
Oct.-Dec.	181	2,372	567	1,624	431	3,458	1,631	1,396	5,830
1986									
Jan.-Mar.	4,377	6,394	456	1,561	1,204	3,789	1,657	928	10,183
Apr.-Jun.	5,161	7,202	536	1,505	428	3,588	2,109	1,051	10,790
Jul.-Sep.	5,297	7,422	556	1,569	159	3,469	1,911	1,399	10,891
Oct.-Dec.	5,315	7,355	569	1,471	130	3,240	1,730	1,380	10,595
1987									
Jan.-Mar.	1,441	17,524 20,975	517	1,493	409	-0- 2,216	1,243	564	23,191

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MISCELLANEOUS DATA (continued)

REPORT WILL BE DISTRIBUTED WITHIN THE NEXT WEEK

H. RETURNS FOR CREDIT SURVEY:

	Gross Unit Sales	Total Unit Returns	Average Return Rate	Median Return Rate	Standard Deviation
1984					
Stock Aids (10 co.'s)	227,276	24,802	10.9%	10.45%	--
Custom Aids (16 co.s)	623,318	98,491	15.8%	14.61%	--
1985					
Custom In-The-Ear (21 co.'s)	579,335	83,578	14.43%	15.0%	3.5
Canal In-The-Ear (20 co.'s)	149,229	31,892	21.37%	22.7%	1.7
Behind-The-Ear (17 co.'s)	350,339	43,404	12.39%	13.8%	1.3

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/pww

NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.					CONV.		TOTALS		
	D	F	D	F	D			F		D	F	D	F	GT
					Mod.	Custom	Canal	Mod.	Custom	Canal					
1980														
TOTAL	36,057	3,274	276,404	151,925	19,127	225,623		3,737	226		9,470	10,799	566,681	169,961	736,642
T&O %	4.89	.44	37.52	20.62	2.60	30.63		.51	.03		1.29	1.47	76.93	23.07	100.00
TYPE %	5.33%		58.14%				33.77%				2.76%		100%		100%
1981															
TOTAL	35,064	2,511	304,157	160,886	13,225	297,224		2,868	1,968		7,391	8,907	657,061	177,140	834,201
T&O %	4.20	.30	36.46	19.28	1.59	35.63		.34	.24		.89	1.07	78.77	21.23	100.00
TYPE %	4.50%		55.74%				37.80%				1.96%		100%		100%
1982															
TOTAL	28,280	3,825	293,413	154,881	9,540	346,483		1,653	1,351		6,599	8,460	684,315	170,170	854,485
T&O %	3.31	.45	34.34	18.12	1.12	40.55		.19	.16		.77	.99	80.09	19.91	100.00
TYPE %	3.76%		52.46%				42.02%				1.76%		100%		100%
1983															
1	7,038	1,452	71,756	48,357	1,654	100,084		248	41		1,124	2,107	181,656	52,205	233,861
2	5,445	1,528	68,443	50,413	1,342	115,756	4,142	190	26	-0-	1,178	1,898	196,306	54,055	250,361
3	5,047	1,641	67,333	55,589	1,303	119,520	6,676	184	219	-0-	1,266	1,920	201,155	59,533	260,708
4	4,204	1,495	62,186	56,565	1,276	141,053	14,284	356	298	-0-	1,099	1,934	224,102	60,648	284,750
TOTAL	21,744	6,116	269,718	210,924	5,575	476,413	25,102	978	584	-0-	4,667	7,859	803,219	226,461	1,029,680
T&O %	2.11	.59	26.20	20.49	.54	46.27	2.44	.09	.06	.00	.45	.76	78.01	21.99	100.00
TYPE %	2.70%		46.69%				49.40%				1.21%		100%		100%
1984															
1	3,656	1,061	59,844	44,923	717	125,271	18,257	393	2,872	315	813	1,752	208,558	51,316	259,874	+11.12%
T&O %	1.41	.41	23.03	17.29	.28	48.20	7.03	.15	1.11	.12	.31	.66	80.26	19.74	100.00	
2	3,123	421	62,760	48,026	753	133,487	20,548	169	2,547	90	777	1,271	221,448	52,524	273,972	+ 9.43%
T&O %	1.14	.15	22.92	17.54	.27	48.72	7.50	.06	.93	.03	.28	.46	80.83	19.17	100.00	
3	3,042	1,796	57,308	56,603	491	139,724	-24,862	198	2,168	234	831	1,523	226,258	62,522	288,780	+10.77%
T&O %	1.05	.62	19.85	19.60	.17	48.38	8.61	.07	.75	.08	.29	.53	78.35	21.65	100.00	
4	2,436	912	54,085	54,718	7,441	129,575	26,416	408	1,569	243	939	1,519	220,892	59,369	280,261	- 1.58%
T&O %	.87	.33	19.30	19.51	2.66	46.22	9.43	.15	.56	.09	.34	.54	78.82	21.18	100.00	
'84TOT.	12,257	4,190	233,997	204,270	9,402	528,057	90,083	1,168	9,156	882	3,360	6,065	877,156	225,731	1,102,887	+ 7.11%
T&O %	1.11	.38	21.22	18.52	.85	47.88	8.17	.11	.83	.08	.30	.55	79.53	20.47	100.00	
TYPE %	1.49%		39.74%				57.92%				.85%		100%		100%	
YOUR CO.																

D = Domestic Manufactured F = Foreign Manufactured

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NET UNITS SOLD BY TYPE AND ORIGIN

	B.T.E.		I.T.E.								MISC.*		TOTALS			
	D	F	D Stock Canal	D Custom	D Low Profile	D Half-Concha	F Stock Canal	F Custom	F Low Profile	F Half-Concha	D	F	D	F	GT	% (#)
1985																
1	44,020	45,659	2,948	118,276		2,751	25,414	534	2,833		-0-	99	3,340	2,936	196,749	52,061	248,810	- 4.26%
T&O %	17.69	18.35	1.18	47.54		1.11	10.21	.21	1.14		.00	.04	1.45	1.18	79.08	20.92	100.00	
2	51,940	56,899	2,798	158,845		2,378	31,672	-0-	3,867		-0-	64	3,337	3,975	250,970	64,805	315,775	+15.26%
T&O %	16.45	18.02	.89	50.31		.75	10.03	.00	1.22		.00	.02	1.05	1.26	79.48	20.52	100.00	
3	43,542	51,535	1,928	149,479		3,763	36,117	-0-	1,581		3	108	2,745	3,849	237,574	57,076	294,650	+ 2.03%
T&O %	14.78	17.49	.65	50.73		1.28	12.26	.00	.54		.00	.04	1.03	1.30	80.63	19.37	100.00	
4	43,093	46,739	1,589	143,952		3,792	30,970	3	1,515		17	129	2,372	3,458	225,768	51,861	277,629	- .94%
T&O %	15.52	16.84	.57	51.85		1.37	11.16	.00	.55		.00	.05	.85	1.24	81.32	18.68	100.00	
'85TOT	182,595	200,832	9,263	570,552		12,684	124,173	537	9,796		20	400	11,794	14,218	911,061	225,803	1,136,864	+ 3.08%
T&O %	16.06	17.67	.81	50.19		1.12	10.92	.04	.86		.00	.04	1.04	1.25	80.14	19.86	100.00	
TYPE %:	33.73		63.98								2.29		100%		100%	
1986																
1	41,386	46,276	1,677	147,715	13,115	6,200	30,564	0	235	2	7	170	6,394	3,789	247,051	50,479	297,530	+19.58%
T&O %	13.91	15.56	.56	49.65	4.41	2.08	10.27	.00	.08	.00	.00	.06	2.15	1.27	83.03	16.97	100.00	
2	41,783	49,204	3,196	167,860	14,938	6,877	32,933	544	1,604	0	22	626	7,202	3,588	274,789	55,588	330,377	+ 4.62%
T&O %	12.65	14.89	.97	50.81	4.52	2.08	9.97	.16	.49	.00	.00	.19	2.18	1.09	83.18	16.82	100.00	
3	41,984	49,897	2,044	156,089	16,858	7,294	34,619	935	1,730	0	0	449	7,422	3,469	266,310	56,480	322,790	+ 9.55%
T&O %	13.00	15.46	.63	48.36	5.22	2.26	10.72	.29	.54	.00	.00	.14	2.30	1.07	82.50	17.50	100.00	
4	38,465	44,807	1,919	152,357	18,706	8,003	39,751	949	1,303	173	0	417	7,355	3,240	266,556	50,889	317,445	+14.34%
T&O %	12.12	14.12	.61	47.99	5.89	2.52	12.52	.30	.41	.05	.00	.13	2.32	1.02	83.97	16.03	100.00	
'86TOT	163,618	190,184	8,836	624,021	63,617	28,374	137,867	2,428	4,872	175	29	1,662	28,373	14,086	1054,706	213,436	1,268,142	+11.55%
T&O %	12.90	15.00	.70	49.20	5.02	2.24	10.87	.20	.38	.01	.00	.13	2.24	1.11	83.17	16.83	100.00	
TYPE %:	27.90		68.75								3.35		100%		100%	
1987																
1	32,912	39,015	1,200	175,999	18,975	8,697	41,975	260	1,216	364	60	462	20,975	2,216	300,733	43,593	344,326	+15.73%
T&O %	9.56	11.33	.35	51.11	5.51	2.53	12.19	.08	.35	.11	.02	.13	6.09	.64	87.34	12.66	100.00	
'87TOT	32,912	39,015	1,200	175,999	18,975	8,697	41,975	260	1,216	364	60	462	20,975	2,216	300,733	43,593	344,326	
T&O %	9.56	11.33	.35	51.11	5.51	2.53	12.19	.08	.35	.11	.02	.13	6.09	.64	87.34	12.66	100.00	
TYPE %:	20.89		72.38								6.73		100%		100%	
YOUR CO.																

D = Domestic Manufactured F = Foreign Manufactured

* Includes Modular ITE's, Hearing Aid Assemblies, Eyeglass and Conventional Aids, detailed on Page 8.
# % shown is current period vs. period a year ago.

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8/11/87 AS153-1
(rev.)

HAUCK & ASSOCIATES INC.

Professional Association Management

August 4, 1987

MEMBERS AND PARTICIPANTS
HIA STATISTICAL PROGRAM

IMPORTANT NOTICE: The HIA Quarterly Statistical Report of the 1987 Second Quarter issued July 27, 1987, reflects several clerical errors. Accordingly, the complete revised report is attached.

Although the totals, both domestic and foreign, were accurately reported, several internal errors may have raised questions as you analyzed the report. Those internal errors were:

PAGE NUMBER	ITEM	CORRECT NUMBER
2	Connecticut Sales	6,837
3	Oregon Sales	13,884
7	Canadian Sales	All Numbers Revised to Total 25,015 - Accurately reported in total sales
8	Miscellaneous:	
	Total Domestic	17,426
	Grand Total	19,920
11	Foreign BTE/2nd Quarter	43,299
	Foreign BTE/Total	82,314
11	Domestic Misc./2nd Quarter	17,426
	Domestic Misc./Total	83,401
11	Percentage Increase Over 2nd 1986 Quarter	10.56%

We have revalidated all individual reports and calculations to ensure the accuracy of the attached revised report. Our apologies for any confusion this may have caused.

Sincerely,

Patsy W. Warfield

Patsy W. Warfield
Statistics Manager

Enclosure

T200

1255 Twenty-Third Street, NW, Washington, DC 20037 202-452-8100

Member of Institute of Association Management Companies

HIA STATISTICAL REPORTING PROGRAM
Current Participants

FIRM NAME	DATE REPORT RECEIVED IN HAUCK & ASSOCIATES OFFICES
BERNAFON, INC.	7/6/87
HEARING SERVICES, INC.	7/7/87
QUALITONE, INC.	7/7/87
AUDIOTONE	7/8/87
SIEMENS HEARING INSTRUMENTS	7/8/87
LANG HEARING INSTRUMENTS	7/10/87
RION ACOUSTIC INSTRUMENTS	7/10/87
STARKEY LABORATORIES, INC.	7/10/87
UNITRON INDUSTRIES	7/10/87
ARGOSY ELECTRONICS, INC.	7/13/87
BELTONE ELECTRONICS CORPORATION	7/13/87
FIDELITY HEARING INSTRUMENTS	7/13/87
FINETONE	7/13/87
HEARING TECHNOLOGY	7/13/87
PHONIC EAR INC.	7/13/87
VANCO INDUSTRIES	7/13/87
OTICON CORPORATION	7/14/87
PHILIPS HEARING AIDS/AUDIONICS	7/14/87
MARCON HEARING INSTRUMENTS INC.	7/15/87
MAICO HEARING INSTRUMENTS	7/17/87
REXTON INTERNATIONAL, INC.	7/20/87
TELEX COMMUNICATIONS	7/20/87
DAHLBERG ELECTRONICS	7/21/87
MAGNATONE	7/21/87
DANAVOX, INC.	7/22/87
ELECTONE	7/22/87
OMNI HEARING SYSTEMS	7/22/87
VOROBA TECHNOLOGIES	7/22/87

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REPORT FOR PERIOD: 2nd QUARTER - 1987

PARTICIPATING COMPANIES - NET UNIT SALES (WHOLESALE BASIS - NEW)

YEAR	1985				1986				1987	
Quarter	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
ACOUSTICON ELECTRONICS	X											
ARGOSY ELECTRONICS	X	X	X	X	X	X	X	X	X	X		
AUDIOTONE	X	X	X	X	X	X	X	X	X	X		
BELTONE ELECTRONICS	X	X	X	X	X	X	X	X	X	X		
BERNAFON, INC.	1	1	1	1	1	1	1	1	X	X		
BOSCH HEARING INSTRUMENTS	X	X	X	X	X	X	X	X				
DAHLBERG ELECTRONICS	X	X	X	X	X	X	X	X	X	X		
DANAVOX, INC.	X	X	X	X	X	X	X	X	X	X		
ELECTONE, INC.		1			1	1	1	1	1	1		
FIDELITY HEARING INSTRU.	1	1	1	1	1	1	1	1		1		
FINETONE HEARING					X	X	X	X	X	X		
FUTURE TONE, INC.	1											
HEARING SERVICES INC.	X	X	X	X	X	X	X	X	X	X		
HEARING TECHNOLOGY, INC.			X	X	X	X	X	X	X	X		
LANG HEARING									X	X		
MAGNATONE	1	1	1	1	1	1	1	1	1	1		
MAICO HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X	X		
MARCON HEARING INSTRUMENTS		1	1	1	1	1	1	1	1	1		
NU-EAR ELECTRONICS	1	1			1	1			1			
OMNI	X	X	X	X	X	X	X	X	X	X		
OTICON CORPORATION	X	X	X	X	X	X	X	X	X	X		
PHILIPS/AUDIONICS CORP.		X	X	X	X	X	X	X	X	X		
PHONIC EAR INC.	X	X	X	X	X	X	X	X	X	X		
QUALITONE, INC.	X	X	X	X	X	X	X	X	X	X		
RCI, INC.	1	1	1	1	1	1	1	1				
REXTON INT'L	X	X	X	X	X	X	X	X	X	X		
RION ACOUSTIC INSTRUMENTS			1	1	1	1	1	1	1	1		
SIEMENS	X	X	X	X	X	X	X	X	X	X		
STARKEY LABORATORIES	X	X	X	X	X	X	X	X	X	X		
TELEX COMMUNICATIONS	X	X	X	X	1	1	1	1	1	1		
UNITRON INDUSTRIES	X	X	X	X	X	X	X	X	X	X		
VANCO INDUSTRIES	1	1	1	1	1	1	1	1	1	1		
VOROBA TECHNOLOGIES										X		
WIDEX--HAL HEN COMPANY	X	X	X	X	X	X	X	X	X	X		

29 Participating Companies

CODES: X = MEMBER 1 = REPORTING NON MEMBER BLANK = NO INPUT

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CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATE AND COUNTRY

STATE	1983		1984		1985		1986		1987 Jan.-Jun.	
	#	%	#	%	#	%	#	%	#	%
Alabama	9,900	1.03	10,804	1.04	10,931	1.03	12,709	1.07	7,287	1.09
Alaska	1,843	.19	1,643	.16	1,589	.15	1,174	.10	1,143	.17
Arizona	13,813	1.43	15,930	1.52	17,150	1.61	19,584	1.64	11,322	1.70
Arkansas	8,343	.87	9,272	.92	8,707	.82	9,897	.83	4,954	.74
California	116,127	12.06	124,038	11.96	123,088	11.57	138,591	11.64	81,851	12.30
Colorado	13,040	1.35	13,589	1.33	15,149	1.42	16,992	1.43	10,758	1.62
Connecticut	10,241	1.06	12,207	1.16	12,613	1.19	13,467	1.13	6,837	1.03
Delaware	1,830	.19	2,048	.20	2,016	.19	2,637	.22	1,191	.18
Wash. D.C.	2,104	.21	2,208	.20	2,252	.21	1,723	.14	723	.11
Florida	67,990	7.06	72,290	6.67	78,541	7.38	89,434	7.51	54,423	8.18
Georgia	13,286	1.38	15,000	1.46	15,804	1.49	16,950	1.42	9,657	1.45
Hawaii	1,738	.18	2,268	.22	2,865	.27	3,629	.30	1,814	.27
Idaho	6,988	.73	6,344	.63	6,724	.63	7,413	.62	4,137	.62
Illinois	40,803	4.24	46,098	4.37	42,733	4.02	49,043	4.12	25,936	3.90
Indiana	22,610	2.35	23,219	2.24	23,129	2.17	26,087	2.19	14,421	2.17
Iowa	20,322	2.11	18,786	1.89	16,890	1.59	17,633	1.48	9,284	1.39
Kansas	9,659	1.00	10,346	.97	11,769	1.11	13,650	1.15	6,715	1.01
Kentucky	12,069	1.26	11,446	1.12	11,018	1.04	13,736	1.15	6,972	1.05
Louisiana	11,471	1.19	12,951	1.28	12,230	1.15	12,391	1.04	6,479	.97
Maine	4,542	.47	4,920	.49	4,724	.44	6,251	.53	3,442	.52
Maryland	14,734	1.53	17,147	1.65	17,591	1.65	20,350	1.71	12,686	1.90
Massachusetts	33,893	3.52	34,676	3.40	35,477	3.33	37,824	3.18	19,242	2.88
Michigan	40,512	4.21	45,563	4.38	45,508	4.28	48,100	4.04	27,537	4.14
Minnesota	21,305	2.21	24,985	2.41	28,451	2.67	34,344	2.88	17,709	2.66
Mississippi	5,422	.57	7,366	.74	6,672	.63	6,634	.56	4,547	.68
Missouri	23,534	2.45	24,922	2.42	24,230	2.28	29,339	2.46	14,347	2.16
Montana	4,308	.45	5,279	.52	5,048	.47	5,792	.49	3,251	.49
Nebraska	10,073	1.05	8,255	.79	8,120	.76	11,241	.94	5,460	.82
Nevada	2,717	.28	2,711	.25	4,061	.38	4,792	.40	2,739	.41

CUMULATIVE YEAR-TO-DATE

UNIT SALES -- BY STATE AND COUNTRY

STATE	1983		1984		1985		1986		1987 Jan.-Jun.	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,779	.29	2,817	.28	2,300	.22	2,752	.23	1,769	.27
New Jersey	20,707	2.15	21,874	2.09	24,674	2.32	29,089	2.44	16,918	2.54
New Mexico	4,932	.51	5,371	.56	5,572	.52	6,186	.52	3,524	.52
New York	48,984	5.09	51,351	4.92	54,167	5.09	60,353	5.07	32,519	4.89
North Carolina	12,567	1.30	14,273	1.35	16,559	1.56	19,771	1.66	10,503	1.58
North Dakota	4,327	.45	4,475	.44	4,758	.45	5,118	.43	2,703	.41
Ohio	37,772	3.92	40,004	3.83	43,059	4.05	51,274	4.31	28,723	4.31
Oklahoma	12,808	1.33	14,126	1.32	14,316	1.35	16,274	1.37	9,249	1.39
Oregon	19,848	2.06	19,189	1.89	21,283	2.00	24,886	2.09	13,884	2.09
Pennsylvania	52,730	5.47	53,402	5.23	50,097	4.71	58,646	4.93	31,746	4.77
Rhode Island	3,685	.38	3,787	.38	4,357	.41	4,828	.41	2,395	.36
South Carolina	6,252	.65	6,049	.61	6,432	.60	7,855	.66	5,195	.78
South Dakota	4,233	.44	4,195	.41	4,326	.41	4,316	.36	2,456	.37
Tennessee	14,125	1.47	14,272	1.39	13,824	1.30	16,416	1.38	8,852	1.33
Texas	52,634	5.47	59,060	5.85	56,640	5.32	59,777	5.02	34,336	5.16
Utah	8,444	.88	7,036	.67	6,240	.59	6,774	.57	4,097	.62
Vermont	6,034	.63	6,860	.66	6,103	.57	7,040	.59	3,979	.60
Virginia	14,120	1.47	14,927	1.48	15,952	1.50	17,836	1.50	10,328	1.55
Washington	21,825	2.27	24,294	2.37	22,476	2.11	26,000	2.18	13,476	2.02
West Virginia	8,784	.91	9,423	.92	9,948	.94	11,225	.94	5,806	.87
Wisconsin	20,677	2.15	22,943	2.17	24,372	2.29	25,344	2.13	13,881	2.09
Wyoming	1,355	.14	1,466	.14	1,383	.13	1,513	.13	886	.13
Govt. (US,VA,State)	37,937	3.94	49,105	4.65	59,968	5.64	55,968	4.70	31,580	4.74
Domestic Subtotal	962,776	100%	1,036,610	100%	1,063,894	100%	1,190,648	100%	665,669	100%
Canada (see pg. 7, F)	35,806		38,156		46,298		46,998		25,015	
Other Exp. (Pg. 6, E)	29,523		27,700		24,825		29,204		17,192	
Miscellaneous	1,575		421		1,847		1,292		1,706	
GRAND TOTAL	1,029,680		1,102,887		1,136,864		1,268,142		709,582	
% Over Previous Year	+20.50%		+7.11%		+3.08%		+11.55%			

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MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
1979 - 240,374 units - - - - $16,803,453.
1980 - 247,756 units - - - - $17,578,480.
1981 - 253,091 units - - - - $17,373,896.
1982 - 234,979 units - - - - $16,728,254.
1983 - 218,819 units - - - - $16,289,758.
1984 - 321,286 units - - - - $23,065,985.
1985 - 297,367 units - - - - $21,578,212.
1986 - 278,645 units - - - - $19,681,540.

2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
1980 - $2,495,311
1981 - $3,029,171
1982 - $4,190,383
1983 - $4,148,607
1984 - $8,158,145
1985 -$10,984,151
1986 -$16,917,196

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units
1984 - 36,325 units
1985 - 43,235 units
1986 - 46,481 units

MISCELLANEOUS DATA (continued)

C. **CROS-BICROS By Type (Participants)**

Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1982 - Eyeglass:	2,211	1,933	198	190	2,409	2,123
Behind Ear:	3,913	5,304	846	760	4,759	6,064
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**6,124**	**7,237**	**1,044**	**950**	**7,168**	**8,187**
1983 - Eyeglass:	1,528	1,514	213	209	1,741	1,723
Behind Ear:	3,060	4,725	843	676	3,903	5,401
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,588**	**6,239**	**1,056**	**885**	**5,644**	**7,124**
1984 - Eyeglass:	1,140	1,216	145	165	1,285	1,381
Behind Ear:	3,397	4,376	441	417	3,838	4,793
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,537**	**5,592**	**586**	**582**	**5,123**	**6,174**
1985 - Eyeglass:	927	962	181	184	1,108	1,146
Behind Ear:	3,491	4,220	280	353	3,771	4,573
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,418**	**5,182**	**461**	**537**	**4,879**	**5,719**
1986 - Eyeglass:	681	829	104	124	785	953
Behind Ear:	3,394	3,752	125	441	3,519	4,193
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,075**	**4,581**	**229**	**565**	**4,304**	**5,146**

MISCELLANEOUS DATA (continued)

	1984	% (+/-)	1985	% (+/-)	1986	% (+/-)	1987 Jan-Jun.
D. TINNITUS MASKERS (Net shipments of number of units)							
a. Maskers:	500	+ 4.60%	300	-40.00%	279	- 7.00%	124
b. Masker Aids:	606	+26.51%	254	-58.09%	239	- 5.91%	175
E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION							
Europe:	6,736	+23.76%	7,997	+18.72%	11,363	+ 42.09%	6,543
Middle East:	259	+ 5.71%	141	-45.56%	263	+ 86.52%	132
Africa:	453	-15.49%	313	-30.91%	251	- 19.81%	804
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	2,793	+ 6.32%	3,340	+19.58%	4,404	+ 31.86%	2,266
Japan:	836	-65.11%	787	- 5.86%	2,080	+164.29%	1,598
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,309	-20.02%	2,059	-10.83%	2,201	+ 6.90%	801
Unallocated by the reporting companies:	14,314	- 6.99%	10,188	-28.82%	8,642	- 15.17%	5,048
TOTAL:	27,700	- 6.17%	24,825	-10.38%	29,204	+ 17.64%	17,192

MISCELLANEOUS DATA (continued)

F. CANADIAN SALES BY PROVINCE

	1984	1985	% (+/-)	1986	% (+/-)	1987 Jan-Jun
Alberta	5,303	5,147	- 2.94%	5,280	+ 2.58%	2,853
British Columbia	3,969	6,326	+59.39%	4,508	- 28.74%	3,316
Manitoba	1,519	1,564	+ 2.96%	1,966	+ 25.70%	867
New Brunswick	1,029	876	-14.87%	833	- 4.91%	497
Newfoundland	207	143	-30.92%	255	+ 78.32%	165
Nova Scotia	1,175	856	-27.15%	1,182	+ 38.08%	710
Ontario	14,270	18,313	+28.33%	17,527	- 4.29%	9,828
Prince Edward Island	129	121	- 6.20%	167	+ 38.02%	54
Quebec	2,553	2,574	+ .82%	6,218	+141.57%	2,100
Saskatchewan	1,928	2,844	+47.51%	2,392	- 15.89%	1,116
Northwest Territories	12	128	+966.67%	-2	+ 98.43	0
Yukon Territory	41	0	-100.00%	0	0%	1
Unallocated by the reporting companies	6,021	7,379	+22.55%	6,672	- 9.58%	3,508
TOTAL:	**38,156**	**46,298**	**+21.34%**	**46,998**	**+ 1.51%**	**25,015**

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MISCELLANEOUS DATA (continued)

G. NET UNITS SOLD BY TYPE & ORIGIN:
Modular ITE's (MOD), Hearing Aid Assembly (HAA), Conventional (CONV) & Eyeglass Aids (EYE)

	Domestic Manufactured				Foreign Manufactured				
	MOD	HAA	CONV	EYE	MOD	HAA	CONV	EYE	TOTAL
1985									
Jan.-Mar.	542	3,340	749	2,049	355	2,936	1,541	1,040	6,276
Apr.-Jun.	145	3,337	779	2,413	627	3,975	2,015	1,333	7,312
Jul.-Sep.	177	2,745	617	1,951	427	3,849	2,146	1,276	6,594
Oct.-Dec.	181	2,372	567	1,624	431	3,458	1,631	1,396	5,830
1986									
Jan.-Mar.	4,377	6,394	456	1,561	1,204	3,789	1,657	928	10,183
Apr.-Jun.	5,161	7,202	536	1,505	428	3,588	2,109	1,051	10,790
Jul.-Sep.	5,297	7,422	556	1,569	159	3,469	1,911	1,399	10,891
Oct.-Dec.	5,315	7,355	569	1,471	130	3,240	1,730	1,380	10,595
1987									
Jan.-Mar.	1,441	17,524 20,975	517	1,493	409	-0- 2,216	1,243	564	23,191
Apr.-Jun.	2,262	13,078 17,426	684	1,402	282	-0- 2,494	1,503	709	19,920

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MISCELLANEOUS DATA (continued)

H. **RETURNS FOR CREDIT SURVEY:**

	Gross Unit Sales	Total Unit Returns	Average Return Rate	Median Return Rate	Standard Deviation
1984					
Stock Aids (10 co.'s)	227,276	24,802	10.9%	10.45%	--
Custom Aids (16 co.s)	623,318	98,491	15.8%	14.61%	--
1985					
Custom In-The-Ear (21 co.'s)	579,335	83,578	14.43%	15.0%	3.5
Canal In-The-Ear (20 co.'s)	149,229	31,892	21.37%	22.7%	1.7
Behind-The-Ear (17 co.'s)	350,339	43,404	12.39%	13.8%	1.3
1986					
Custom In-The-Ear (23 co.'s)	700,840	104,938	14.97%	14.82%	5.5
Canal In-The-Ear (23 co.'s)	184,329	37,428	20.30%	19.77%	7.2
Behind-The-Ear (19 co.'s)	350,851	49,277	14.04%	14.21	5.8

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NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.					CONV.		TOTALS		
	D	F	D	F	D			F		D	F	D	F	GT
					Mod.	Custom	Canal	Mod.	Custom	Canal					
1980 :														
TOTAL :	36,057:	3,274:	276,404:	151,925:	19,127:	225,623:		3,737:	226:		9,470:	10,799:	566,681:	169,961:	736,642
T&O % :	4.89:	.44:	37.52:	20.62:	2.60:	30.63:		.51:	.03:		1.29:	1.47:	76.93:	23.07:	100.00
TYPE %:	5.33%		58.14%				33.77%				2.76%		100%		100%
1981 :															
TOTAL :	35,064:	2,511:	304,157:	160,886:	13,225:	297,224:		2,868:	1,968:		7,391:	8,907:	657,061:	177,140:	834,201
T&O % :	4.20:	.30:	36.46:	19.28:	1.59:	35.63:		.34:	.24:		.89:	1.07:	78.77:	21.23:	100.00
TYPE %:	4.50%		55.74%				37.80%				1.96%		100%		100%
1982 :															
TOTAL :	28,280:	3,825:	293,413:	154,881:	9,540:	346,483:		1,653:	1,351:		6,599:	8,460:	684,315:	170,170:	854,485
T&O % :	3.31:	.45:	34.34:	18.12:	1.12:	40.55:		.19:	.16:		.77:	.99:	80.09:	19.91:	100.00
TYPE %:	3.76%		52.46%				42.02%				1.76%		100%		100%
1983 :															
1 :	7,038.	1,452:	71,756:	48,357:	1,654:	100,084:		248:	41:		1,124:	2,107:	181,656:	52,205:	233,861
2 :	5,445:	1,528:	68,443:	50,413:	1,342:	115,756:	4,142:	190:	26:	-0-:	1,178:	1,898:	196,306:	54,055:	250,361
3 :	5,047:	1,641:	67,333:	55,589:	1,303:	119,520:	6,676:	184:	219:	-0-:	1,266:	1,920:	201,155:	59,533:	260,708
4 :	4,204:	1,495:	62,186:	56,565:	1,276:	141,053:	14,284:	356:	298:	-0-:	1,099:	1,934:	224,102:	60,648:	284,750
TOTAL :	21,744:	6,116:	269,718:	210,924:	5,575:	476,413:	25,102:	978:	584:	-0-:	4,667:	7,859:	803,219:	226,461:	1,029,680
T&O % :	2.11:	.59:	26.20:	20.49:	.54:	46.27:	2.44:	.09:	.06:	.00:	.45:	.76:	78.01:	21.99:	100.00
TYPE %:	2.70%		46.69%				49.40%				1.21%		100%		100%
1984 :															
1 :	3,656:	1,061:	59,844:	44,923:	717:	125,271:	18,257:	393:	2,872:	315:	813:	1,752:	208,558:	51,316:	259,874	+11.12%
T&O % :	1.41:	.41:	23.03:	17.29:	.28:	48.20:	7.03:	.15:	1.11:	.12:	.31:	.66:	80.26:	19.74:	100.00	
2 :	3,123:	421:	62,760:	48,026:	753:	133,487:	20,548:	169:	2,547:	90:	777:	1,271:	221,448:	52,524:	273,972	+ 9.43%
T&O % :	1.14:	.15:	22.92:	17.54:	.27:	48.72:	7.50:	.06:	.93:	.03:	.28:	.46:	80.83:	19.17:	100.00	
3 :	3,042:	1,796:	57,308:	56,603:	491:	139,724:	24,862:	198:	2,168:	234:	831:	1,523:	226,258:	62,522:	288,780	+10.77%
T&O % :	1.05:	.62:	19.85:	19.60:	.17:	48.38:	8.61:	.07:	.75:	.08:	.29:	.53:	78.35:	21.65:	100.00	
4 :	2,436:	912:	54,085:	54,718:	7,441:	129,575:	26,416:	408:	1,569:	243:	939:	1,519:	220,892:	59,369:	280,261	- 1.58%
T&O % :	.87:	.33:	19.30:	19.51:	2.66:	46.22:	9.43:	.15:	.56:	.09:	.34:	.54:	78.82:	21.18:	100.00	
'84TOT.	12,257:	4,190:	233,997:	204,270:	9,402:	528,057:	90,083:	1,168:	9,156:	882:	3,360:	6,065:	877,156:	225,731:	1,102,887	+ 7.11%
T&O % :	1.11:	.38:	21.22:	18.52:	.85:	47.88:	8.17:	.11:	.83:	.08:	.30:	.55:	79.53:	20.47:	100.00	
TYPE %:	1.49%		39.74%				57.92%				.85%		100%		100%	
YOUR CO. :																

D = Domestic Manufactured F = Foreign Manufactured

NET UNITS SOLD BY TYPE AND ORIGIN

	B.T.E. D	B.T.E. F	I.T.E. D Stock Canal	I.T.E. D Custom	I.T.E. D Low Profile	I.T.E. D Half-Concha	I.T.E. F Stock Canal	I.T.E. F Custom	I.T.E. F Low Profile	I.T.E. F Half-Concha	MISC.* D	MISC.* F	TOTALS D	TOTALS F	TOTALS GT	% (#)
1985																
1	44,020	45,659	2,948	118,276		2,751	25,414	534	2,833		-0-	99	3,340	2,936	196,749	52,061	248,810	- 4.26%
2	51,940	56,899	2,798	158,845		2,378	31,672	-0-	3,867		-0-	64	3,337	3,975	250,970	64,805	315,775	+15.26%
3	43,542	51,535	1,928	149,479		3,763	36,117	-0-	1,581		3	108	2,745	3,849	237,574	57,076	294,650	+ 2.03%
4	43,093	46,739	1,589	143,952		3,792	30,970	3	1,515		17	129	2,372	3,458	225,768	51,861	277,629	- .94%
'85TOT:	182,595	200,832	9,263	570,552		12,684	124,173	537	9,796		20	400	11,794	14,218	911,061	225,803	1,136,864	+ 3.08%
T&O % :	16.06	17.67	.81	50.19		1.12	10.92	.04	.86		.00	.04	1.04	1.25	80.14	19.86	100.00	
TYPE %:	33.73					63.98							2.29		100%		100%	
1986																
1	41,386	46,276	1,677	147,715	13,115	6,200	30,564	0	235	2	7	170	6,394	3,789	247,051	50,479	297,530	+19.58%
T&O % :	13.91	15.56	.56	49.65	4.41	2.08	10.27	.00	.08	.00	.00	.06	2.15	1.27	83.03	16.97	100.00	
2	41,783	49,204	3,196	167,860	14,938	6,877	32,933	544	1,604	0	22	626	7,202	3,588	274,789	55,588	330,377	+ 4.62%
T&O % :	12.65	14.89	.97	50.81	4.52	2.08	9.97	.16	.49	.00	.00	.19	2.18	1.09	83.18	16.82	100.00	
3	41,984	49,897	2,044	156,089	16,858	7,294	34,619	935	1,730	0	0	449	7,422	3,469	266,310	56,480	322,790	+ 9.55%
T&O % :	13.00	15.46	.63	48.36	5.22	2.26	10.72	.29	.54	.00	.00	.14	2.30	1.07	82.50	17.50	100.00	
4	38,465	44,807	1,919	152,357	18,706	8,003	39,751	949	1,303	173	0	417	7,355	3,240	266,556	50,889	317,445	+14.34%
T&O % :	12.12	14.12	.61	47.99	5.89	2.52	12.52	.30	.41	.05	.00	.13	2.32	1.02	83.97	16.03	100.00	
'86TOT:	163,618	190,184	8,836	624,021	63,617	28,374	137,867	2,428	4,872	175	29	1,662	28,373	14,086	1054,706	213,436	1,268,142	+11.55%
T&O % :	12.90	15.00	.70	49.20	5.02	2.24	10.87	.20	.38	.01	.00	.13	2.24	1.11	83.17	16.83	100.00	
TYPE %:	27.90					68.75							3.35		100%		100%	
1987																
1	32,912	39,015	1,200	175,999	18,975	8,697	41,975	260	1,216	364	60	462	20,975	2,216	300,733	43,593	344,326	+15.73%
T&O % :	9.56	11.33	.35	51.11	5.51	2.53	12.19	.08	.35	.11	.02	.13	6.09	.64	87.34	12.66	100.00	
2	35,221	43,299	1,068	179,507	21,122	12,326	48,737	1,020	1,594	938	275	229	17,426	2,494	315,407	49,849	365,256	+10.56%
T&O % :	9.64	11.85	.30	49.15	5.78	3.37	13.34	.28	.44	.26	.08	.06	4.77	.68	86.35	13.65	100.00	
'87TOT:	68,133	82,314	2,268	355,506	40,097	21,023	90,712	1,280	2,810	1,302	335	691	38,401	4,710	616,140	93,442	709,582	
T&O % :	9.60	11.60	.32	50.10	5.65	2.96	12.78	.18	.40	.18	.05	.10	5.41	.66	86.83	13.17	100.00	
TYPE %:	21.20					72.73							6.07		100%		100%	
YOUR CO. :																		

D = Domestic Manufactured F = Foreign Manufactured

* Includes Modular ITE's, Hearing Aid Assemblies, Eyeglass and Conventional Aids, detailed on Page 8.
# % shown is current period vs. period a year ago.

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REPORT FOR PERIOD: 3rd QUARTER - 1987

PARTICIPATING COMPANIES - NET UNIT SALES (WHOLESALE BASIS - NEW)

YEAR	1985				1986				1987		
Quarter	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
ACOUSTICON ELECTRONICS	X											
ARGUSY ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	
AUDIOTONE	X	X	X	X	X	X	X	X	X	X	X	
BELTONE ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	
BERNAFON, INC.	1	1	1	1	1	1	1	1	X	X	X	
BOSCH HEARING INSTRUMENTS	X	X	X	X	X	X	X	X				
DAHLBERG ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	
DANAVOX, INC.	X	X	X	X	X	X	X	X	X	X	X	
ELECTONE, INC.		1			1	1	1	1	1	1		
FIDELITY HEARING INSTRU.	1	1	1	1	1	1	1	1		1	1	
FINETONE HEARING					X	X	X	X	X	X	X	
FUTURE TONE, INC.	1											
HEARING SERVICES INC.	X	X	X	X	X	X	X	X	X	X	X	
HEARING TECHNOLOGY, INC.			X	X	X	X	X	X	X	X	X	
LANG HEARING									X	X	X	
MAGNATONE	1	1	1	1	1	1	1	1	1	1	1	
MAICO HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X	X	X	
MARCON HEARING INSTRUMENTS		1	1	1	1	1	1	1	1	1	1	
NU-EAR ELECTRONICS	1	1			1	1			1			
OMNI	X	X	X	X	X	X	X	X	X	X	X	
OTICON CORPORATION	X	X	X	X	X	X	X	X	X	X	X	
PHILIPS/AUDIONICS CORP.		X	X	X	X	X	X	X	X	X	X	
PHONIC EAR INC.	X	X	X	X	X	X	X	X	X	X	X	
QUALITONE, INC.	X	X	X	X	X	X	X	X	X	X	X	
RCI, INC.	1	1	1	1	1	1	1	1				
REXTON INT'L	X	X	X	X	X	X	X	X	X	X	X	
RION ACOUSTIC INSTRUMENTS			1	1	1	1	1	1	1	1	1	
SIEMENS	X	X	X	X	X	X	X	X	X	X	X	
STARKEY LABORATORIES	X	X	X	X	X	X	X	X	X	X	X	
TELEX COMMUNICATIONS	X	X	X	X	1	1	1	1	1	1	1	
UNITRON INDUSTRIES	X	X	X	X	X	X	X	X	X	X	X	
VANCO INDUSTRIES	1	1	1	1	1	1	1	1	1	1	1	
VOROBA TECHNOLOGIES										X	X	
WIDEX--HAL HEN COMPANY	X	X	X	X	X	X	X	X	X	X	X	

28 Participating Companies

CODES: X = MEMBER 1 = REPORTING NON MEMBER BLANK = NO INPUT

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CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATE AND COUNTRY

STATE	1983		1984		1985		1986		1987 Jan.-Sep.	
	#	%	#	%	#	%	#	%	#	%
Alabama	9,900	1.03	10,804	1.04	10,931	1.03	12,709	1.07	11,358	1.15
Alaska	1,843	.19	1,643	.16	1,589	.15	1,174	.10	828	.08
Arizona	13,813	1.43	15,930	1.52	17,150	1.61	19,584	1.64	16,342	1.65
Arkansas	8,343	.87	9,272	.92	8,707	.82	9,897	.83	7,413	.75
California	116,127	12.06	124,038	11.96	123,088	11.57	138,591	11.64	117,283	11.86
Colorado	13,040	1.35	13,589	1.33	15,149	1.42	16,992	1.43	18,700	1.89
Connecticut	10,241	1.06	12,207	1.16	12,613	1.19	13,467	1.13	10,413	1.05
Delaware	1,830	.19	2,048	.20	2,016	.19	2,637	.22	1,892	.19
Wash. D.C.	2,104	.21	2,208	.20	2,252	.21	1,723	.14	1,163	.12
Florida	67,990	7.06	72,290	6.67	78,541	7.38	89,434	7.51	72,734	7.35
Georgia	13,286	1.38	15,000	1.46	15,804	1.49	16,950	1.42	14,743	1.49
Hawaii	1,738	.18	2,268	.22	2,865	.27	3,629	.30	3,066	.31
Idaho	6,988	.73	6,344	.63	6,724	.63	7,413	.62	5,955	.60
Illinois	40,803	4.24	46,098	4.37	42,733	4.02	49,043	4.12	38,548	3.90
Indiana	22,610	2.35	23,219	2.24	23,129	2.17	26,087	2.19	21,949	2.22
Iowa	20,322	2.11	18,786	1.89	16,890	1.59	17,633	1.48	14,462	1.46
Kansas	9,659	1.00	10,346	.97	11,769	1.11	13,650	1.15	10,284	1.04
Kentucky	12,069	1.26	11,446	1.12	11,018	1.04	13,736	1.15	10,304	1.04
Louisiana	11,471	1.19	12,951	1.28	12,230	1.15	12,391	1.04	9,673	.98
Maine	4,542	.47	4,920	.49	4,724	.44	6,251	.53	4,986	.50
Maryland	14,734	1.53	17,147	1.65	17,591	1.65	20,350	1.71	19,082	1.93
Massachusetts	33,893	3.52	34,676	3.40	35,477	3.33	37,824	3.18	29,118	2.94
Michigan	40,512	4.21	45,563	4.38	45,508	4.28	48,100	4.04	42,694	4.32
Minnesota	21,305	2.21	24,985	2.41	28,451	2.67	34,344	2.88	26,604	2.69
Mississippi	5,422	.57	7,366	.74	6,672	.63	6,634	.56	6,403	.65
Missouri	23,534	2.45	24,922	2.42	24,230	2.28	29,339	2.46	21,283	2.15
Montana	4,308	.45	5,279	.52	5,048	.47	5,792	.49	4,468	.45
Nebraska	10,073	1.05	8,255	.79	8,120	.76	11,241	.94	7,868	.80
Nevada	2,717	.28	2,711	.25	4,061	.38	4,792	.40	4,189	.42

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATE AND COUNTRY

STATE	1983		1984		1985		1986		1987 Jan.-Sep.	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,779	.29	2,817	.28	2,300	.22	2,752	.23	2,741	.28
New Jersey	20,707	2.15	21,874	2.09	24,674	2.32	29,089	2.44	25,715	2.60
New Mexico	4,932	.51	5,371	.56	5,572	.52	6,186	.52	5,742	.58
New York	48,984	5.09	51,351	4.92	54,167	5.09	60,353	5.07	50,647	5.12
North Carolina	12,567	1.30	14,273	1.35	16,559	1.56	19,771	1.66	16,354	1.65
North Dakota	4,327	.45	4,475	.44	4,758	.45	5,118	.43	4,136	.42
Ohio	37,772	3.92	40,004	3.83	43,059	4.05	51,274	4.31	43,092	4.36
Oklahoma	12,808	1.33	14,126	1.32	14,316	1.35	16,274	1.37	13,547	1.37
Oregon	19,848	2.06	19,189	1.89	21,283	2.00	24,886	2.09	20,536	2.08
Pennsylvania	52,730	5.47	53,402	5.23	50,097	4.71	58,646	4.93	46,862	4.74
Rhode Island	3,685	.38	3,787	.38	4,357	.41	4,828	.41	3,756	.38
South Carolina	6,252	.65	6,049	.61	6,432	.60	7,855	.66	7,592	.77
South Dakota	4,233	.44	4,195	.41	4,326	.41	4,316	.36	3,734	.38
Tennessee	14,125	1.47	14,272	1.39	13,824	1.30	16,416	1.38	13,485	1.36
Texas	52,634	5.47	59,060	5.85	56,640	5.32	59,777	5.02	51,046	5.16
Utah	8,444	.88	7,036	.67	6,240	.59	6,774	.57	6,097	.62
Vermont	6,034	.63	6,860	.66	6,103	.57	7,040	.59	6,982	.71
Virginia	14,120	1.47	14,927	1.48	15,952	1.50	17,836	1.50	14,706	1.49
Washington	21,825	2.27	24,294	2.37	22,476	2.11	26,000	2.18	20,177	2.04
West Virginia	8,784	.91	9,423	.92	9,948	.94	11,225	.94	8,981	.91
Wisconsin	20,677	2.15	22,943	2.17	24,372	2.29	25,344	2.13	21,385	2.16
Wyoming	1,355	.14	1,466	.14	1,383	.13	1,513	.13	1,399	.14
Govt. (US,VA,State)	37,937	3.94	49,105	4.65	59,968	5.64	55,968	4.70	46,626	4.70
Domestic Subtotal	962,776	100%	1,036,610	100%	1,063,894	100%	1,190,648	100%	989,143	100%
Canada (see pg. 7, F)	35,806		38,156		46,298		46,998		38,840	
Other Exp. (Pg. 6, E)	29,523		27,700		24,825		29,204		24,656	
Miscellaneous	1,575		421		1,847		1,292		2,010	
GRAND TOTAL	**1,029,680**		**1,102,887**		**1,136,864**		**1,268,142**		**1,054,649**	
% Over Previous Year	**+20.50%**		**+7.11%**		**+3.08%**		**+11.55%**			

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MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
1979 - 240,374 units - - - - $16,803,453.
1980 - 247,756 units - - - - $17,578,480.
1981 - 253,091 units - - - - $17,373,896.
1982 - 234,979 units - - - - $16,728,254.
1983 - 218,819 units - - - - $16,289,758.
1984 - 321,286 units - - - - $23,065,985.
1985 - 297,367 units - - - - $21,578,212.
1986 - 278,645 units - - - - $19,681,540.

2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
1980 - $2,495,311
1981 - $3,029,171
1982 - $4,190,383
1983 - $4,148,607
1984 - $8,158,145
1985 -$10,984,151
1986 -$16,917,196

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units
1984 - 36,325 units
1985 - 43,235 units
1986 - 46,481 units

MISCELLANEOUS DATA (continued)

C. CROS-BICROS By Type (Participants)

Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1982 - Eyeglass:	2,211	1,933	198	190	2,409	2,123
Behind Ear:	3,913	5,304	846	760	4,759	6,064
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**6,124**	**7,237**	**1,044**	**950**	**7,168**	**8,187**
1983 - Eyeglass:	1,528	1,514	213	209	1,741	1,723
Behind Ear:	3,060	4,725	843	676	3,903	5,401
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,588**	**6,239**	**1,056**	**885**	**5,644**	**7,124**
1984 - Eyeglass:	1,140	1,216	145	165	1,285	1,381
Behind Ear:	3,397	4,376	441	417	3,838	4,793
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,537**	**5,592**	**586**	**582**	**5,123**	**6,174**
1985 - Eyeglass:	927	962	181	184	1,108	1,146
Behind Ear:	3,491	4,220	280	353	3,771	4,573
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,418**	**5,182**	**461**	**537**	**4,879**	**5,719**
1986 - Eyeglass:	681	829	104	124	785	953
Behind Ear:	3,394	3,752	125	441	3,519	4,193
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,075**	**4,581**	**229**	**565**	**4,304**	**5,146**

MISCELLANEOUS DATA (continued)

	1984	% (+/-)	1985	% (+/-)	1986	% (+/-)	1987 Jan-Sep.
D. TINNITUS MASKERS (Net shipments of number of units)							
a. Maskers:	500	+ 4.60%	300	-40.00%	279	- 7.00%	171
b. Masker Aids:	606	+26.51%	254	-58.09%	239	- 5.91%	183
E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION							
Europe:	6,736	+23.76%	7,997	+18.72%	11,363	+ 42.09%	9,740
Middle East:	259	+ 5.71%	141	-45.56%	263	+ 86.52%	234
Africa:	453	-15.49%	313	-30.91%	251	- 19.81%	915
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	2,793	+ 6.32%	3,340	+19.58%	4,404	+ 31.86%	2,880
Japan:	836	-65.11%	787	- 5.86%	2,080	+164.29%	2,270
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,309	-20.02%	2,059	-10.83%	2,201	+ 6.90%	1,863
Unallocated by the reporting companies:	14,314	- 6.99%	10,188	-28.82%	8,642	- 15.17%	6,754
TOTAL:	**27,700**	**- 6.17%**	**24,825**	**-10.38%**	**29,204**	**+ 17.64%**	**24,656**

MISCELLANEOUS DATA (continued)

F. CANADIAN SALES BY PROVINCE

	1984	1985	% (+/-)	1986	% (+/-)	1987 Jan-Sep
Alberta	5,303	5,147	- 2.94%	5,280	+ 2.58%	4,093
British Columbia	3,969	6,326	+59.39%	4,508	- 28.74%	5,624
Manitoba	1,519	1,564	+ 2.96%	1,966	+ 25.70%	1,294
New Brunswick	1,029	876	-14.87%	833	- 4.91%	776
Newfoundland	207	143	-30.92%	255	+ 78.32%	314
Nova Scotia	1,175	856	-27.15%	1,182	+ 38.08%	1,090
Ontario	14,270	18,313	+28.33%	17,527	- 4.29%	15,428
Prince Edward Island	129	121	- 6.20%	167	+ 38.02%	78
Quebec	2,553	2,574	+ .82%	6,218	+141.57%	3,183
Saskatchewan	1,928	2,844	+47.51%	2,392	- 15.89%	1,720
Northwest Territories	12	128	+966.67%	-2	+ 98.43	0
Yukon Territory	41	0	-100.00%	0	0%	1
Unallocated by the reporting companies	6,021	7,379	+22.55%	6,672	- 9.58%	5,239
TOTAL:	**38,156**	**46,298**	**+21.34%**	**46,998**	**+ 1.51%**	**38,840**

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MISCELLANEOUS DATA (continued)

G. NET UNITS SOLD BY TYPE & ORIGIN:
Modular ITE's (MOD), Hearing Aid Assembly (HAA), Body Aids (BODY) & Eyeglass Aids (EYE)

	Domestic Manufactured				Foreign Manufactured				
	MOD	HAA	BODY	EYE	MOD	HAA	BODY	EYE	TOTAL
1985									
Jan.-Mar.	542	3,340	749	2,049	355	2,936	1,541	1,040	6,276
Apr.-Jun.	145	3,337	779	2,413	627	3,975	2,015	1,333	7,312
Jul.-Sep.	177	2,745	617	1,951	427	3,849	2,146	1,276	6,594
Oct.-Dec.	181	2,372	567	1,624	431	3,458	1,631	1,396	5,830
1986									
Jan.-Mar.	4,377	6,394	456	1,561	1,204	3,789	1,657	928	10,183
Apr.-Jun.	5,161	7,202	536	1,505	428	3,588	2,109	1,051	10,790
Jul.-Sep.	5,297	7,422	556	1,569	159	3,469	1,911	1,399	10,891
Oct.-Dec.	5,315	7,355	569	1,471	130	3,240	1,730	1,380	10,595
1987									
Jan.-Mar.	1,441	17,524 20,975	517	1,493	409	-0- 2,216	1,243	564	23,191
Apr.-Jun.	2,262	13,078 17,426	684	1,402	282	-0- 2,494	1,503	709	19,920
Jul.-Sep.	1,934	4,557 8,347	638	1,218	90	-0- 2,677	1,578	1,009	11,024

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MISCELLANEOUS DATA (continued)

H. RETURNS FOR CREDIT SURVEY:

	Gross Unit Sales	Total Unit Returns	Average Return Rate	Median Return Rate	Standard Deviation
1984					
Stock Aids (10 co.'s)	227,276	24,802	10.9%	10.45%	--
Custom Aids (16 co.s)	623,318	98,491	15.8%	14.61%	--
1985					
Custom In-The-Ear (21 co.'s)	579,335	83,578	14.43%	15.0%	3.5
Canal In-The-Ear (20 co.'s)	149,229	31,892	21.37%	22.7%	1.7
Behind-The-Ear (17 co.'s)	350,339	43,404	12.39%	13.8%	1.3
1986					
Custom In-The-Ear (23 co.'s)	700,840	104,938	14.97%	14.82%	5.5
Canal In-The-Ear (23 co.'s)	184,329	37,428	20.30%	19.77%	7.2
Behind-The-Ear (19 co.'s)	350,851	49,277	14.04%	14.21	5.8

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NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.					CONV.		TOTALS		
	D	F	D	F	D			F		D	F	D	F	GT
					Mod.	Custom	Canal	Mod.	Custom	Canal					
1980 :														
TOTAL :	36,057:	3,274:	276,404:	151,925:	19,127:	225,623:		3,737:	226:		9,470:	10,799:	566,681:	169,961:	736,642
T&O % :	4.89:	.44:	37.52:	20.62:	2.60:	30.63:		.51:	.03:		1.29:	1.47:	76.93:	23.07:	100.00
TYPE %:	5.33%		58.14%				33.77%				2.76%		100%		100%
1981 :															
TOTAL :	35,064:	2,511:	304,157:	160,886:	13,225:	297,224:		2,868:	1,968:		7,391:	8,907:	657,061:	177,140:	834,201
T&O % :	4.20:	.30:	36.46:	19.28:	1.59:	35.63:		.34:	.24:		.89:	1.07:	78.77:	21.23:	100.00
TYPE %:	4.50%		55.74%				37.80%				1.96%		100%		100%
1982 :															
TOTAL :	28,280:	3,825:	293,413:	154,881:	9,540:	346,483:		1,653:	1,351:		6,599:	8,460:	684,315:	170,170:	854,485
T&O % :	3.31:	.45:	34.34:	18.12:	1.12:	40.55:		.19:	.16:		.77:	.99:	80.09:	19.91:	100.00
TYPE %:	3.76%		52.46%				42.02%				1.76%		100%		100%
1983 :															
1 :	7,038:	1,452:	71,756:	48,357:	1,654:	100,084:		248:	41:		1,124:	2,107:	181,656:	52,205:	233,861
2 :	5,445:	1,528:	68,443:	50,413:	1,342:	115,756:	4,142:	190:	26:	-0-:	1,178:	1,898:	196,306:	54,055:	250,361
3 :	5,047:	1,641:	67,333:	55,589:	1,303:	119,520:	6,676:	184:	219:	-0-:	1,266:	1,920:	201,155:	59,533:	260,708
4 :	4,204:	1,495:	62,186:	56,565:	1,276:	141,053:	14,284:	356:	298:	-0-:	1,099:	1,934:	224,102:	60,648:	284,750
TOTAL :	21,744:	6,116:	269,718:	210,924:	5,575:	476,413:	25,102:	978:	584:	-0-:	4,667:	7,859:	803,219:	226,461:	1,029,680
T&O % :	2.11:	.59:	26.20:	20.49:	.54:	46.27:	2.44:	.09:	.06:	.00:	.45:	.76:	78.01:	21.99:	100.00
TYPE %:	2.70%		46.69%				49.40%				1.21%		100%		100%
1984 :															
1 :	3,656:	1,061:	59,844:	44,923:	717:	125,271:	18,257:	393:	2,872:	315:	813:	1,752:	208,558:	51,316:	259,874	+11.12%
T&O % :	1.41:	.41:	23.03:	17.29:	.28:	48.20:	7.03:	.15:	1.11:	.12:	.31:	.66:	80.26:	19.74:	100.00	
2 :	3,123:	421:	62,760:	48,026:	753:	133,487:	20,548:	169:	2,547:	90:	777:	1,271:	221,448:	52,524:	273,972	+ 9.43%
T&O % :	1.14:	.15:	22.92:	17.54:	.27:	48.72:	7.50:	.06:	.93:	.03:	.28:	.46:	80.83:	19.17:	100.00	
3 :	3,042:	1,796:	57,308:	56,603:	491:	139,724:	24,862:	198:	2,168:	234:	831:	1,523:	226,258:	62,522:	288,780	+10.77%
T&O % :	1.05:	.62:	19.85:	19.60:	.17:	48.38:	8.61:	.07:	.75:	.08:	.29:	.53:	78.35:	21.65:	100.00	
4 :	2,436:	912:	54,085:	54,718:	7,441:	129,575:	26,416:	408:	1,569:	243:	939:	1,519:	220,892:	59,369:	280,261	- 1.58%
T&O % :	.87:	.33:	19.30:	19.51:	2.66:	46.22:	9.43:	.15:	.56:	.09:	.34:	.54:	78.82:	21.18:	100.00	
'84TOT.	12,257:	4,190:	233,997:	204,270:	9,402:	528,057:	90,083:	1,168:	9,156:	882:	3,360:	6,065:	877,156:	225,731:	1,102,887	+ 7.11%
T&O % :	1.11:	.38:	21.22:	18.52:	.85:	47.88:	8.17:	.11:	.83:	.08:	.30:	.55:	79.53:	20.47:	100.00	
TYPE %:	1.49%		39.74%				57.92%				.85%		100%		100%	
YOUR CO. :																

D = Domestic Manufactured F = Foreign Manufactured

NET UNITS SOLD BY TYPE AND ORIGIN

	B.T.E. D	B.T.E. F	I.T.E. D Stock Canal	I.T.E. D Custom	I.T.E. D Low Profile	I.T.E. D Half-Concha	I.T.E. F Stock Canal	I.T.E. F Custom	I.T.E. F Low Profile	I.T.E. F Half-Concha	MISC.* D	MISC.* F	TOTALS D	TOTALS F	GT	% (#)
1985																
1	44,020	45,659	2,948	118,276		2,751	25,414	534	2,833		-0-	99	3,340	2,936	196,749	52,061	248,810	- 4.26%
2	51,940	56,899	2,798	158,845		2,378	31,672	-0-	3,867		-0-	64	3,337	3,975	250,970	64,805	315,775	+15.26%
3	43,542	51,535	1,928	149,479		3,763	36,117	-0-	1,581		3	108	2,745	3,849	237,574	57,076	294,650	+ 2.03%
4	43,093	46,739	1,589	143,952		3,792	30,970	3	1,515		17	129	2,372	3,458	225,768	51,861	277,629	- .94%
'85TOT	182,595	200,832	9,263	570,552		12,684	124,173	537	9,796		20	400	11,794	14,218	911,061	225,803	1,136,864	+ 3.08%
T&O %	16.06	17.67	.81	50.19		1.12	10.92	.04	.86		.00	.04	1.04	1.25	80.14	19.86	100.00	
TYPE %:	33.73					63.98							2.29		100%		100%	
1986																		
1	41,386	46,276	1,677	147,715	13,115	6,200	30,564	0	235	2	7	170	6,394	3,789	247,051	50,479	297,530	+19.58%
T&O %	13.91	15.56	.56	49.65	4.41	2.08	10.27	.00	.08	.00	.00	.06	2.15	1.27	83.03	16.97	100.00	
2	41,783	49,204	3,196	167,860	14,938	6,877	32,933	544	1,604	0	22	626	7,202	3,588	274,789	55,588	330,377	+ 4.62%
T&O %	12.65	14.89	.97	50.81	4.52	2.08	9.97	.16	.49	.00	.00	.19	2.18	1.09	83.18	16.82	100.00	
3	41,984	49,897	2,044	156,089	16,858	7,294	34,619	935	1,730	0	0	449	7,422	3,469	266,310	56,480	322,790	+ 9.55%
T&O %	13.00	15.46	.63	48.36	5.22	2.26	10.72	.29	.54	.00	.00	.14	2.30	1.07	82.50	17.50	100.00	
4	38,465	44,807	1,919	152,357	18,706	8,003	39,751	949	1,303	173	0	417	7,355	3,240	266,556	50,889	317,445	+14.34%
T&O %	12.12	14.12	.61	47.99	5.89	2.52	12.52	.30	.41	.05	.00	.13	2.32	1.02	83.97	16.03	100.00	
'86TOT	163,618	190,184	8,836	624,021	63,617	28,374	137,867	2,428	4,872	175	29	1,662	28,373	14,086	1054,706	213,436	1,268,142	+11.55%
T&O %	12.90	15.00	.70	49.20	5.02	2.24	10.87	.20	.38	.01	.00	.13	2.24	1.11	83.17	16.83	100.00	
TYPE %:	27.90					68.75							3.35		100%		100%	
1987																		
1	32,912	39,015	1,200	175,999	18,975	8,697	41,975	260	1,216	364	60	462	20,975	2,216	300,733	43,593	344,326	+15.73%
T&O %	9.56	11.33	.35	51.11	5.51	2.53	12.19	.08	.35	.11	.02	.13	6.09	.64	87.34	12.66	100.00	
2	35,221	43,299	1,068	179,507	21,122	12,326	48,737	1,020	1,594	938	275	229	17,426	2,494	315,407	49,849	365,256	+10.56%
T&O %	9.64	11.85	.30	49.15	5.78	3.37	13.34	.28	.44	.26	.08	.06	4.77	.68	86.35	13.65	100.00	
3	34,558	39,934	903	170,828	23,446	20,502	40,583	251	2,115	501	0	422	8,347	2,677	299,167	45,900	345,067	+ 6.90%
T&O %	10.01	11.57	.26	49.52	6.79	5.94	11.76	.07	.61	.15	.00	.12	2.42	.78	86.70	13.30	100.00	
'87TOT	102,691	122,248	3,171	526,334	63,543	41,525	131,295	1,531	4,925	1,803	335	1,113	46,748	7,387	915,307	139,342	1,054,649	
T&O %	9.74	11.58	.30	49.90	6.03	3.94	12.45	.15	.47	.17	.03	.11	4.43	.70	86.79	13.21	100.00	
TYPE %:	21.32					73.55							5.13		100%		100%	
YOUR CO.																		

D = Domestic Manufactured F = Foreign Manufactured

* Includes Modular ITE's, Hearing Aid Assemblies, Eyeglass and Body Aids, detailed on Page 8.
# % shown is current period vs. period a year ago.

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